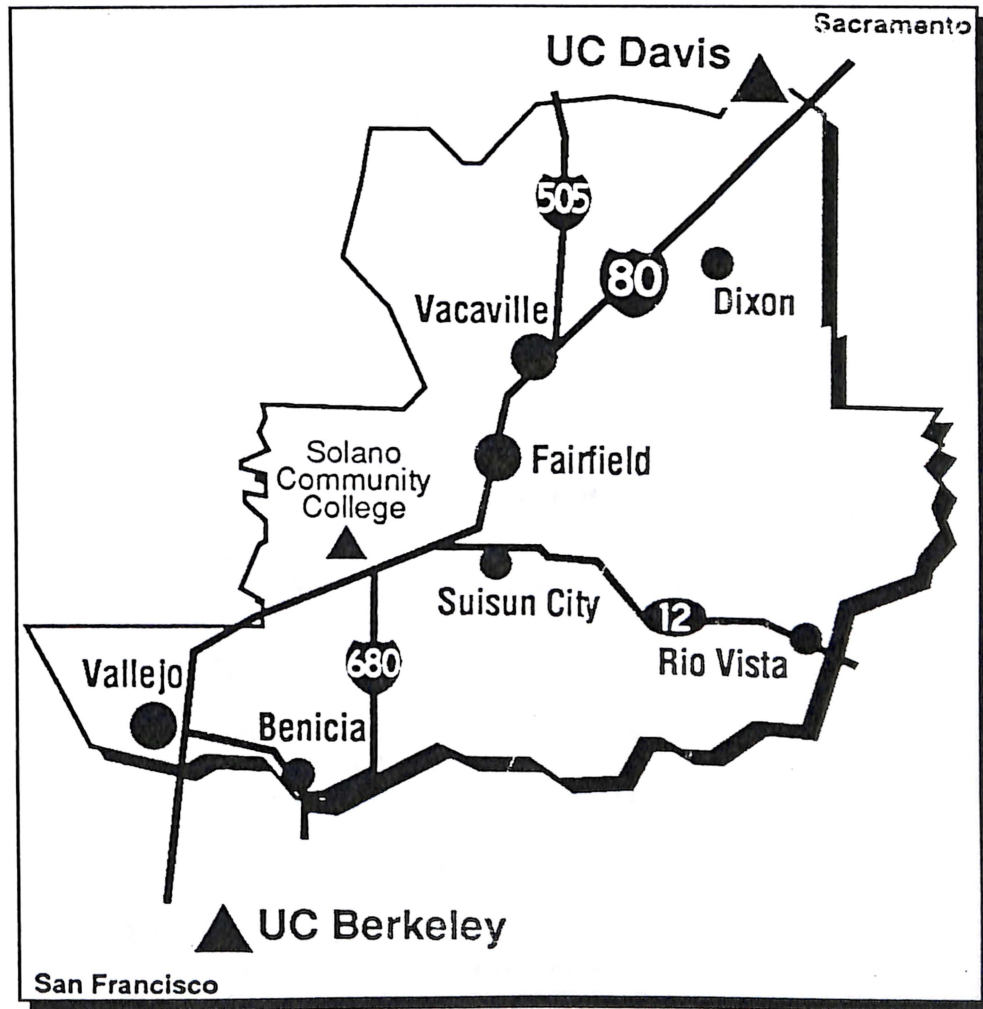


S E D C O R P
SOLANO ECONOMIC DEVELOPMENT CORPORATION



424 EXECUTIVE COURT, NORTH
SUITE C
FAIRFIELD, CALIFORNIA 94585

WELCOME TO SOLANO COUNTY



THE HISTORY OF THE



OF THE

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Solano County Overview



- A. General Description
- B. Quality of Life
- C. Geography and Climate

General Description

Solano County - growing in population, growing in economic strength

Midway between San Francisco and Sacramento, Solano has a large supply of affordable housing with an extensive transportation network.

Solano County, with its important location halfway between San Francisco and Sacramento, its extensive transportation network, and a comparatively large supply of affordable land for housing and commercial development makes it an ideal location for businesses and families. The county is served by several major highways, shipping channels, rail and air facilities, and it also provides water transit to San Francisco. Employers and businesses looking to serve both the Bay Area and Sacramento markets have found Solano rich with opportunity.

Acreage and Population

Solano has an area of 834 square miles and a population of over 369,500. The county's population growth rate is expected to reach 546,800 by the year 2010.

Topography

Solano's landscape ranges from flat agricultural land in the North to rolling hills and valleys in the South. Along its southern and western borders, are San Francisco Bay, the Carquinez Straits, Suisun Bay and the Sacramento River.

Economic Factors

Business development opportunities abound in Solano. Projections indicate that by 2010, the number of jobs will increase by 75,460 with job growth expected in all major economic sector, but especially in manufacturing and wholesale trade employment. Growth in the service sector is predicted to increase 86 percent.

Major employers in the county include Travis Air Force Base and Kaiser Permanente Medical Center. Solano also boasts the largest port-oriented industrial park in Northern California - a 1,500 acre park at Benicia with 300 companies and an employment base of over 5,000.

The Business parks of Solano County house an impressive list of companies, including:

ALZA Pharmaceutical
American Home Foods
Anheuser-Busch, Inc.
Ball Metal Corporation
Bio-Rad Laboratories
Clorox
Chiron Corporation
Dixon Canning Corporation
Exxon Company, USA
General Mills
Herman Goelitz Candy, Co., Inc.
Institutional Financial Services
Lucky Foods Distribution Center
Serta-West
Unocal
Westinghouse Electric

The county has a diverse, high quality labor pool. And, because housing growth exceeds job growth, Solano is expected to be a major labor source for the rest of the region.

Education, Culture and Recreation

Solano's educational assets include Solano Community College and nearby University of California Berkeley and University of California, Davis, world renowned in viticulture, botany, engineering and veterinary medicine. Numerous community arts festivals add to the county's quality of life. Along with its opportunities for outdoor activities and water sports, Solano has unique recreational opportunities for the family, especially world renowned Marine World Africa USA, the Woos, the Railroad Museum and the Nut Tree Restaurant.

Cities

Benicia, Dixon, Fairfield, Rio Vista, Suisun City, Vacaville and Vallejo.

Geographical and Climate Description

Solano County is located halfway between the San Francisco and Sacramento metropolitan areas. Water areas include San Pablo Bay, The Mare Island Strait, Suisun Bay, the Sacramento River and related sloughs. Land area is divided into two topographic sections. The western quarter extends into the coastal range foot hills, characterized by steep slopes becoming more gently rolling in the eastern portion. The remainder of the county is part of the Sacramento Valley Basin, except for isolated areas of low rolling hills. Other features include the Suisun Marsh with an area of more than 80 square miles and the Napa Marsh. Elevation ranges from 15 feet in Fairfield and Suisun to 179 feet in Vacaville.

Solano County has a mild, temperate climate throughout the year. Temperatures tend to be warmer in northern Solano due to the ridge of the hills that disperse the wind coming from the San Francisco Bay. The cooling winds that rise off the Bay keep the temperature slightly milder in Vallejo and Benicia. The rainy season begins in October and ends in April. The annual rainfall ranges from 14.38 inches in Benicia to 24.45 inches in Vacaville. During the summer months, rainfall is uncommon and in this area, snow is an extreme rarity.

Average Temperature

	Benicia	Dixon	Fairfield Suisun	Rio Vista	Vacaville	Vallejo
January						
Minimum	41	36	40	40	36	38
Mean	46	46	46	46	45	43
Maximum	50	54	55	53	55	49
April						
Minimum	51	42	45	49	43	47
Mean	59	59	58	59	59	59
Maximum	67	73	71	69	73	71
July						
Minimum	58	54	55	57	56	57
Mean	70	76	72	72	75	70
Maximum	81	95	88	86	95	82
October						
Minimum	57	45	49	53	46	51
Mean	64	64	63	65	63	62
Maximum	72	79	78	76	80	73
Average						
Minimum	52	44	47	50	45	48
Mean	60	61	60	60	60	58
Maximum	67	75	73	70	76	69

General Demographics

- A. Population Projections
- B. Population by Ethnic Group
- C. Population by Age and Sex
- D. Mean Household Income
- E. Taxable Sales Generated
- F. Taxable Retail Sales
- G. Area Hospitals



General Demographics

Because of its location and other factors, Solano County will lead the Bay Area's nine counties according to the Association of Bay Area Governments (ABAG) in population growth through the year 2010. From 1980 to 1990, Solano County was the 8th overall fastest growing county in California with a population increase of 44.7% as compared to the State's increase of 25.7%. Between 1990 and 2010, Solano's population is expected to increase by 206,380 persons, representing a 61 percent increase.

SOLANO COUNTY Population						
Solano County	1980	1993	1995	2000	2005	2010
Benicia	15,696	26,800	28,700	33,400	37,400	40,700
Dixon	7,775	11,800	13,000	15,100	16,700	17,900
Fairfield	59,483	85,900	95,000	113,800	133,700	149,800
Rio Vista	3,448	3,690	4,200	5,900	14,800	21,100
Suisun City	12,463	24,050	27,200	30,900	33,300	35,000
Vacaville	44,079	80,900	85,700	99,000	111,200	119,700
Vallejo	82,790	115,900	125,300	137,600	137,800	137,300
Unicorp Area	9,469	20,460	16,500	19,000	22,300	25,300
Total	235,203	369,500	395,600	454,700	507,200	546,800

Source: ABAG Projections, 1994

The number of new residents is not the only demographic feature of interest. Ethnic mix and age distribution are also significant.

Solano County Population by Ethnic Group

	<u>Hispanic</u>	<u>Caucasian</u>	<u>African-American</u>	<u>Asian & Other</u>
People	45,500	207,500	43,900	43,600
Percent	13.4%	60.9%	12.9%	12.8%
% Change 1980-1990	20.8%	42.9%	16.6%	25.0%

Solano County Population by Age and Sex

<u>Age</u>	<u>Male</u>	<u>Female</u>	<u>Total</u>
0-4	15,374	14,369	29,743
5-9	15,131	14,029	29,160
10-14	13,016	12,311	25,327
15-19	12,084	10,958	23,042
20-24	14,287	11,376	25,663
25-34	34,683	31,394	66,077
35-44	30,378	28,158	58,536
45-54	16,791	15,641	32,432
55-59	6,109	5,969	12,078
60-64	4,754	5,746	10,500
65+	11,739	16,124	27,863
Total	174,346	166,075	340,421
Median	29.55	31.05	30.28

Source: United States Census, 1990

SOLANO COUNTY
Mean Household Income (1990 dollars)

Solano County	1980	1990	1995	2000	2005	2010
Benicia	47,571	57,128	57,700	61,100	66,500	72,900
Dixon	40,642	45,936	43,800	44,600	48,400	52,800
Fairfield	40,322	45,819	45,900	50,500	56,500	62,100
Rio Vista	38,987	41,770	40,600	41,900	45,300	47,000
Suisun City	39,219	45,659	43,800	48,400	54,200	60,400
Vacaville	42,142	47,924	46,500	48,600	53,100	59,100
Vallejo	36,416	43,921	41,100	44,300	51,200	58,800
Unicorp Area	45,840	55,027	52,400	54,400	60,200	64,900
Total	39,863	46,868	45,400	48,800	54,500	60,500

Source: ABAG Projections-94

TAXABLE SALES GENERATED
(In thousand's of dollars)

Cities	1990	1992	1993
Benicia	170,842	185,594	189,774
Dixon	82,826	86,649	81,746
Fairfield	765,251	738,017	796,237
Rio Vista	40,707	37,190	35,154
Suisun	53,578	53,161	51,696
Vacaville	393,604	494,745	516,739
Vallejo	623,312	683,655	649,438
Unincorp *	371,599	389,470	327,625
Total	2,501,719	2,668,481	2,648,409

Source: State Board of Equalization Nov 1994

TAXABLE RETAIL SALES
(in thousand's of dollars)

Category	1990	1992	1993
Apparel	87,498	100,735	111,319
G Merch	335,307	397,188	416,410
Specialty	185,593	201,018	187,254
Food	210,418	245,901	209,636
Eat/Drink	216,501	228,657	228,148
Furniture	96,294	85,837	89,512
Bldg Mat	202,757	198,539	152,617
Automotive	535,625	532,512	540,918
Pers Svcs	77,260	84,348	103,543
Other	554,466	593,746	609,052
Total	2,501,719	2,668,481	2,648,409

Source: State Board of Equalization Nov 1994

SOLANO AREA HOSPITALS

DIXON

Sutter Dixon Urgent Care Center
125 North Lincoln
(916) 678-8801

The Sutter Dixon Urgent Care Center includes physicians, pharmacy, laboratory, X-ray facility and urgent care center.

FAIRFIELD

David Grant Medical Center
Travis Air Force Base
(707) 423-7300

David Grant is a full-service medical facility with 298 beds for the county's large contingent of active and retired military personnel.

Kaiser Permanente Medical Offices
1550 Gateway Blvd
(707) 427-4000

Over 75 physicians and 275 support staff provide most outpatient services, including outpatient surgery.

NorthBay Healthcare Services
1234 Empire Street
(707) 426-3911

More than 40 board certified physicians provide most outpatient services, including outpatient surgery and cost-efficient urgent care. Most health plans and HMO's accepted.

NorthBay Medical Center
1800 Pennsylvania Avenue
(707) 429-3600

NorthBay Medical Center is a full-service medical facility with 111 beds. The Center has the only newborn intensive care and radiation oncology services in Solano and Yolo Counties. The Fairfield hospital also has the county's only formal trauma response system.

Veterans Hospital

Future plans include a 243 bed facility to be built next to the David Grant Medical Center to serve the 450,000 veterans in Northern California. The hospital is expected to be completed in 1997.

RIO VISTA

NorthBay Healthcare Services
690 Main Street
(707) 374-6833

Board certified primary care physician provides a wide-range of outpatient services. Most health plans and HMO's accepted.

VACAVILLE

Kaiser Permanente Medical Center

Future plans include building a new medical center in Vacaville to provide health care services to over 30,000 members living in Northern Solano County. The medical offices (with space for 100 physicians) should be completed by 1995. The 100-120 bed hospital should be open in 1996.

NorthBay Healthcare Services
1010 Nut Tree Road
(707) 446-1121

Board certified primary care and specialty physicians provide a wide-range of outpatient services. Most health plans and HMO's accepted.

VacaValley Hospital
1000 Nut Tree Road
(707) 446-4000

VacaValley Hospital is a full-service medical facility with 50 beds (44 medical-surgical & six intensive care beds). The hospital also has a 24-hour emergency service, two surgery suites, a clinical laboratory, pharmacy and fully equipped radiology department.

VALLEJO

First Hospital Vallejo
525 Oregon Street
(707) 648-2200
(800) 222-8220

First Hospital Vallejo is a 61 bed private psychiatric hospital offering inpatient and partial hospitalization programs for children, adolescents and adults who are experiencing mental health or substance abuse problems.

Kaiser Permanente Medical Center
975 Sereno Drive
(707) 648-6000

The Vallejo Medical Center includes a 231 bed hospital and world reknown rehabilitation center, as well as medical offices for 260 physicians. It employs over 1900 people. A 44-bed addition is slated for completion in 1995.

Sutter Solano Medical Center
300 Hospital Drive
(707) 554-4444

Sutter Solano Medical Center is a 108 bed, not-for-profit hospital, focusing on providing high quality health care for the fast-growing and diverse needs of Southern Solano County.

(Source: Survey of Area Hospitals, November 1994)

Land



- A. Land Use Summary
- B. Industrial Land For Sale

Land Use Summary

<u>Area</u>	<u>Acres</u>	<u>Sq. Miles</u>
Benicia	8,799	13.80
Dixon	1,762	2.70
Fairfield	21,267	33.20
Rio Vista	2,408	3.80
Suisun City	2,340	3.70
Vacaville	13,387	20.90
Vallejo	41,400	64.70
 Total Incorporated	 91,363	 142.80
Total Unincorporated	483,549	755.50
 Total County	 574,912	 898.30

<u>Unincorp Zoning</u>	<u>Acres</u>
Commercial	455
Exclusive AG	316,887
Industrial	14,194
Marsh	85,000
Park	768
Railroads	871
Roads & Water	17,471
Rural Residential	12,284
Unclassified	39
Total Unincorporated Land	466,078
Watershed & Conservation	34,661
 Total Unincorporated Area	 483,549

Source: State Dept of Finance, April 1995

Random Sampling of Industrial Land For Sale April 1995

ID No.	Location City	Property Owner	Name of Park	Available Size	Asking Price/sq. ft. (Incl. Bonds)	Improvement Bonds/sq. ft.	Dist. to UPS Hub	Interstate No.
1	Industrial Way Benicia	Hillman Properties	Port Benicia Industrial Park	38 Acres	\$ 3.50	\$ 1.25	15 miles	80, 680, 780
2	West A Street Dixon	REICO	None	40 Acres	\$ 2.25	\$ 0.70	22 miles	80
3	North First Street Dixon	Panattoni / Wickland Properties	Dixon Commercial Center	100 Acres	\$ 1.70 - \$ 2.95	\$ 0.45	22 miles	80
4	Chadbourne Way Fairfield	Busch Properties, Inc.	Busch Corporate Center	278 Acres	\$ 3.00 - \$ 4.50	\$ 0.40	4 miles	80
5	Huntington Drive Fairfield	Catellus Development Corp.	Toleno Industrial Park	115 Acres	\$ 1.85	None	8 miles	80
6	Watney Way Fairfield	Bechtel Investments Realty	Solano Business Park		\$ 3.50	\$ 0.40	4 miles	80
7	Rio Vista		Rio Vista Industrial Park				22 miles	80
8	Highway 12 Solano County	Emigh Livestock	Lambie Industrial Park	1,150 Acres	\$ 1.00	Unknown	15 miles	80
9	Allison Parkway Vacaville	Panattoni Development	Golden Hills	58 Acres	\$ 1.50	None	15 miles	80, 505
10	Vaca Valley Parkway Vacaville	Chevron Land & Development	Vaca Valley Business Park	160 Acres	\$ 3.00 - \$ 5.00	\$ 0.41	15 miles	80, 505
11	Vaca Valley Parkway Vacaville	Mission Land Company	Interchange Business Park	900 Acres	\$ 2.00	\$ 0.50	15 miles	80, 505
12	Columbus Parkway Vallejo	Ramser Development Corp.	Northgate Business Park	100 Acres	Negotiable	Unknown	8 miles	80
13	Sonoma Boulevard Vallejo	Redevelopment Agency	South Vallejo Business Park	40 Acres	Negotiable	None	8 miles	80, 780

Work Force

- A. Jobs Projections
- B. Employed Residents Projections
- C. Non-Governmental Major Employers
- D. Employment by Industry
- E. Five-Year History of Unemployment Rates



1945

1946

1947

1948

1949

1950

Work Force

Solano County will continue to lead the Bay Area in employment growth through the year 2010. Significant future job growth is expected in each of the major economic sectors. Manufacturing and wholesale trade employment is forecasted to almost triple between 1990 and 2010. Retail trade employment will almost double in this period and services employment is expected to increase 86%. While the year 1995 shows a slight decline in employed residents due to the scheduled closure of Mare Island Naval Shipyard in April 1996, the county economy has diversified and become less dependent on federal government employment and will weather the closure well.

Total Jobs

Solano County	1990	1995	2000	2005	2010
Benicia	10,950	12,570	14,040	14,790	16,000
Dixon	3,890	3,830	4,780	5,630	6,870
Fairfield	41,270	42,510	50,190	60,620	67,080
Rio Vista	1,770	1,830	1,790	1,970	2,220
Suisun City	3,910	4,720	6,410	8,370	11,550
Vacaville	16,490	17,870	23,600	33,320	41,080
Vallejo	40,240	34,720	38,450	44,520	48,690
Unincorp Area	780	1,080	1,220	1,430	1,270
Total	119,300	119,130	140,480	170,650	194,760

Employed Residents

Solano County	1990	1995	2000	2005	2010
Benicia	13,324	13,200	15,700	18,300	20,000
Dixon	5,23	5,000	5,900	6,800	7,900
Fairfield	9,158	39,100	48,900	59,700	70,000
Rio Vista	1,616	1,700	2,400	6,600	9,300
Suisun City	10,353	11,300	13,200	14,800	15,700
Vacaville	32,909	32,300	39,400	45,800	53,800
Vallejo	52,171	47,300	53,700	57,200	63,100
Unincorp Area	7,664	7,500	8,800	11,100	12,900
Total	162,219	157,400	188,000	220,300	252,700

Source: Association of Bay Area Governments (ABAG), 1994

Non-Governmental Major Employers

Benicia

Exxon Company USA	400
The Customer Company	185
Institutional Financing Services	173
Alamillo Steel	150
Predelivery Service Corp.	133
Benicia Fabrication & Machine Inc.	130
Aspen Timco	118
Coca-Cola Bottling Co.	115
A.P.M., Incorporated	105
Rockridge Technology	102

Dixon

Kragen Auto Works	190
First Northern Bank	153
Basalite Block Division	100

Fairfield

NorthBay Medical Center	657
Anheuser-Busch	518
Kaiser Medical Center	360
Macy's	300
Sears	240
NorthBay Healthcare Services	231
J.C. Penney	216
Herman Goelitz Candy, Co.	200
Ball Metal Corporation	183
Emporium Capwell	180
Arneson Products, Inc.	150
Fairfield Publishing	147
Airco Solar Products	146
Pacific Bell Data Center	144
Mervyn's	140
Schurman Fine Paper Products	135
Sunnyside Farms	130
Target Stores, Inc.	130
Home-Depot	125
Price-Costco	120

Rio Vista

Dutra Dredging & Construction	250
Lira's Supermarkets	41
Abel Chevrolet	30
Barrier Systems	25
Moreno Trenching	25
Warren Gomes Excavating, Inc.	25

Suisun City

OEA Aerospace, Inc.	330
Raley's	120
Lucky's	86

Vacaville

Lucky Distribution Center	700
Nut Tree Associates	500
ALZA Pharmaceutical	486
American Home Foods	308
Hines Wholesale Nursery	300
Wal-Mart Stores, Inc.	250
Simpson Dura-Vent	240
Vaca Valley Hospital	219
Sam's Club	200
The Reporter	150
Albertson's Foods	132
Serta Mattress Company	100

Vallejo

Kaiser Permanente Medical Center	1,995
Marine World Africa USA	1,200
Sutter Solano Medical Center	521
Crestwood Hospitals Inc.	210
Resource Consultants, Inc.	175
Petrochem	175
Steiny & Company Contractor	170
Westar Linen Services	155
Pacific Gas & Electric	130
General Mills Inc. (Sperry Div.)	120
Pacifica Services	100

Solano County

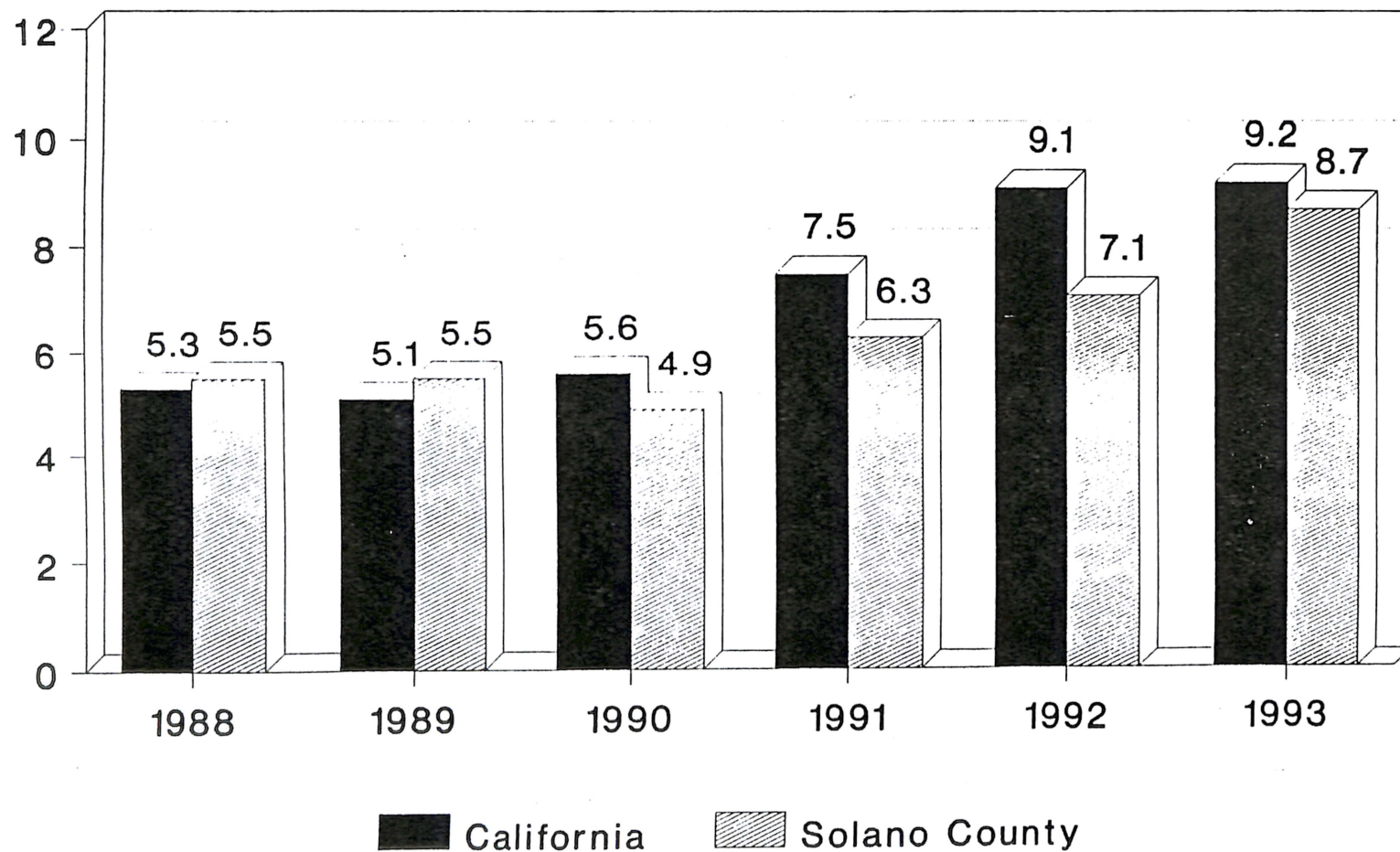
Dixon Canning Corporation	350
Superior Packing Co.	200

Source: City Planning Divisions, City Economic Development Divisions and City Transportation Divisions, April 1995

SOLANO COUNTY EMPLOYMENT BY INDUSTRY 1992 Annual Average and 1998 Projected Employment				
INDUSTRY	1992	1998	ABSOLUTE CHANGE	PERCENT CHANGE
Total Non-Agricultural	97,900	99,300	1,400	1.4%
Mining & Construction	7,000	7,400	400	5.7%
Manufacturing	7,000	7,600	600	8.6%
Non-Durable Goods	4,000	4,400	400	10.0%
Food & Kindered Products	2,100	2,200	100	4.8%
Other Non-Durable Goods	1,900	2,200	300	15.8%
Durable Goods Manufacturing	3,000	3,200	200	6.7%
Transportation & Public Utilities	4,000	4,400	400	10.0%
Transportation	2,500	2,700	200	8.0%
Communications & Utilities	1,500	1,700	200	13.3%
Wholesale Trade	3,000	3,500	500	16.7%
Retail Trade	23,000	25,500	2,500	10.9%
Department & Apparel Stores	3,000	3,100	100	3.3%
Food Stores	4,200	4,800	600	14.3%
Auto Dealers & Service Stations	2,800	3,000	200	7.1%
Eating & Drinking Places	7,700	8,500	800	10.4%
Other Retail Trade	5,300	6,100	800	15.1%
Finance, Insurance & Real Estate	3,500	3,300	-200	-5.7%
Finance	1,800	1,600	-200	-11.1%
Insurance & Real Estate	1,700	1,700	0	0.0%
Services	21,800	24,900	3,100	14.2%
Hotels & Motels	600	800	200	33.3%
Personal Services	1,200	1,300	100	8.3%
Business Services	3,400	3,700	300	8.8%
Health Services	7,600	9,400	1,800	23.7%
Other Services	9,000	9,700	700	7.8%
Government	28,600	22,700	-5,900	-20.6%
Federal	11,700	5,200	-6,500	-55.6%
State & Local	16,900	17,500	600	3.6%

Source: Employment Development Department - 1994

SOLANO COUNTY UNEMPLOYMENT 1988 - 1993



Source: California Employment
Development Dept.

Housing

- 
- A. Average Sales Price for Resale
 - B. Median Value - Owner Occupied Housing
 - C. Households' Projections
 - D. Overview of New Home Developments
 - E. Average Apartment Rental Units
 - F. Total Building Permits Issued

HOUSING

A full range of housing opportunities, from entry-level to executive homes are available in Solano County. The County is committed to diverse housing opportunities and has focused on cooperative efforts for affordable housing. As housing costs throughout the Bay Area have escalated, Solano County's housing costs have remained among the lowest in the region. Median home value as of March 1994 for Solano County was \$143,500 compared to the Bay Area median home value of \$237,000. The residential market in Solano County will continue to be very competitive through the end of the century. Rancho Solano and Paradise Valley offer executive housing and incorporate championship public golf courses.

Average Sales Price for Resale

Benicia	\$184,000
Dixon	142,500
Fairfield	144,700
Cordelia	153,000
Rio Vista	178,500
Suisun City	135,000
Green Valley	420,000
Vacaville	156,000
Vallejo	141,000
Unincorporated area of County	160,000

Source: McGuire/Solomon, August 1994

Median Value - Owner Occupied Housing

Location	1980	1990	March 1994
Solano County	\$ 67,500	\$147,300	\$143,500
San Francisco	\$104,600	\$298,900	\$237,000
California	\$ 84,700	\$193,800	\$187,420

Source: California Association of Realtors, San Francisco Association of Realtors, & Solano Association of Realtors

SOLANO COUNTY Households						
Solano County	1980	1990	1995	2000	2005	2010
Benicia	5,772	9,208	10,180	11,630	13,330	14,560
Dixon	2,501	3,490	4,050	4,650	5,290	5,740
Fairfield	18,822	26,192	30,390	36,160	42,530	47,970
Rio Vista	1,374	1,390	1,570	2,190	5,750	8,350
Suisun City	4,008	6,944	7,710	8,800	9,830	10,360
Vacaville	14,713	22,720	26,290	30,570	34,190	37,620
Vallejo	30,078	38,451	41,150	44,770	45,750	46,390
Remainder	3,158	5,034	5,260	6,090	7,320	8,600
Total	80,426	113,429	126,600	144,860	163,990	179,590

Source: ABAG Projections, 1994

Overview of New Home Developments

<u>City</u>	<u>Development</u>	<u>Bdrms</u>	<u>S.f.</u>	<u>Price</u>
Benicia	Southampton	3 - 5	2,400-2,800	\$310,500
	Benicia Terrace	3 - 4	1,570-2200	low \$200,000
Dixon	Generation	2 - 4	1,135-1,555	\$125,490
	Country Faire	3 - 4		\$136,990
	New Beginnings	3 - 4	1237-2,108	\$144,490
Fairfield	Creekside Manor	2	Condos	\$99,950
	Cambridge Estates	2 - 3	Townhomes	\$117,950
	Castle Rock	3 - 5	1,859-2,930	\$194,000
	Green Valley Lake	3 - 4	1,689-2,433	\$179,950
	The Links	3 - 5	2,297-2,937	\$319,000
	Meadow Glen	3 - 4	1,185-1,834	\$158,950
	Vintage Green Classics	4 - 5	1,536-2,050	\$169,900
	Legacy Collection	3 - 4	1,414-1,946	\$159,310
	Copper Ridge	4	2,080-2,721	\$
	Vintage Green Estates	3 - 6	2,269-3,188	\$256,000
	New Providence	3 - 5	2,077-2,702	\$219,000+
	Antigua	3 - 4	1,685-2,190	\$192,500+
	Festival/Southbrook	3 - 4	1,050-1,714	\$130,000
	Le Parc/Southbrook	3 - 4	1,131-2,028	\$130,000
Rio Vista	River Country Est	3 - 4		\$160,000+
Suisun City	Village Herigate Park	3 - 4	1,067-1,683	\$130,000
	Victoria Harbor	2 - 4	1,022-1,790	\$133,950
	Lawler Valencia	2 - 4	1,190-1,945	\$136,990
	Montebello Vista	3 - 4	1,242-1,788	\$136,950
	Oakwood Knoll	2 - 3	Townhomes	\$162,950
	Parkside	3 - 4	1,100-1,500	\$120,000
Vacaville	Woodcrest	3 - 4	1,120-1,840	\$139,950
	Farmington	3 - 4	1,143-1,917	\$141,950
	Glen Eagle Ranch	3 - 5	1,518-2,280	\$170,950
	Americana	3 - 4	1,080-1,672	\$137,350
	Serravilla	2 - 4	1,194-1,944	mid \$140,000
	Heritage Place	3 - 4	1,300-1,735	\$149,990
	Valle Vista	3 - 4	1,776-2,908	\$183,950
	Village Hills	4 - 5		\$170,000
	Woodside Estates	3 - 5	2,225-2,732	\$200,000
Vallejo	Seascape	3 - 4	1,260-1,850	\$139,900
	California Fairview	3 - 4	1,300-1,700	\$149,990
	Glen Cove Landing	1 - 2	Condos	\$67,950
	Wildwood	4 - 5	2,866	mid \$200,000

Source: Gateway Real Estate Information Center, December 1994

Average Apartment Rental Units

<u>City</u>	<u># Units</u>	<u>Size</u>	<u>Rent</u>	<u>Vacant</u>
BENICIA	961	studio	\$456	1.9%
		2/1	\$684	
		3/1	\$721	
DIXON	215	studio	\$ N/A	10.0%
		2/1	\$555	
		3/1	\$695	
FAIRFIELD	4,607	studio	\$451	6.1%
		2/1	\$641	
		3/1	\$624	
SUISUN CITY	876	studio	\$298	6.6%
		2/1	\$605	
		3/1	\$511	
VACAVILLE	3,844	studio	\$500	2.8%
		2/1	\$583	
		3/1	\$585	
VALLEJO	3,896	studio	\$475	4.5%
		2/1	\$620	
		3/1	\$600	

Source: The Wiseman Company, August 1993

SOLANO COUNTY
Total Building Permits Issued

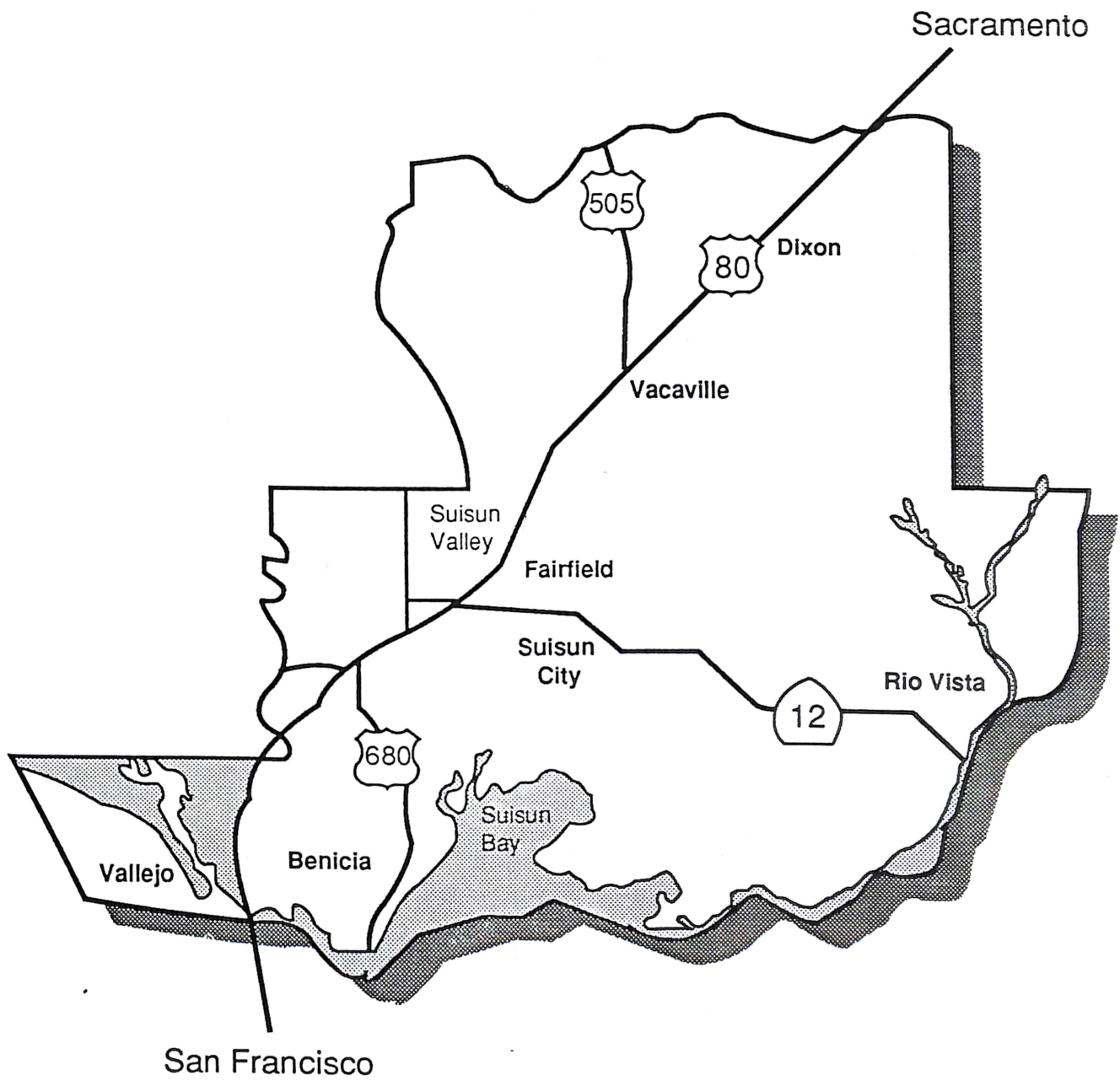
City	Type	1993	Sept 1994	City	Type	1993	Sept 1994
BENICIA				SUISUN CITY			
	Single-family	28	10		Single-family	260	160
	Multi-family	0	1		Multi-family	2	1
	Commercial	0	4		Commercial	0	0
	Total	28	15		Total	262	161
DIXON				VACAVILLE			
	Single-family	212	84		Single-family	372	161
	Multi-family	8	0		Multi-family	2	0
	Commercial	2	0		Commercial	12	12
	Total	222	84		Total	386	173
FAIRFIELD				VALLEJO			
	Single-family	289	239		Single-family	214	98
	Multi-family	9	7		Multi-family	2	0
	Commercial	8	6		Commercial	15	4
	Total	306	252		Total	231	102
RIO VISTA				TOTAL COUNTY			
	Single-family	1	1		Single-family	1,376	753
	Multi-family	0	0		Multi-family	23	9
	Commercial	0	0		Commercial	37	26
	Total	1	1		Total	1436	788

Source: City Building Departments (October 1994)

Transportation



- A. Map of Site Transportation Access
- B. Comparative Distances and Traffic Patterns
- C. Air Carriers Servicing Area Airports
- D. Bay Area Port Activities



TRANSPORTATION

Solano County is ideally situated midway between San Francisco and Sacramento with excellent access to Interstates 80, 680, 780, & 505 and State Highways 12, 37 and 113. Interstate 5 is connectable via I-80, I-505 and Highway 12. This vast transportation network links Solano County to markets throughout California, the West Coast and the nation, providing outstanding access to and from the county's strategically located business parks.

Three major airports serve the area: Oakland International, Sacramento Metro and San Francisco International, all within 50 miles. The Nut Tree Airport in Vacaville and Concord's Buchanon Field (20 miles) offer regional airport accessibility. Additionally, Travis Air Force Base is home to the largest military air transportation facility on the West Coast.

International port access is provided by the Port of Benicia. The ports of Oakland, San Francisco, Sacramento and Stockton are all within 40 miles.

Commuter service is provided by the Red and White Fleet which offers ferry passenger service between Vallejo and San Francisco. The Capital Corridor rail service provides passenger train service three times a day between San Jose/Oakland and Sacramento with each train stopping in Suisun City. BARTLink is passenger van service to the Bay Area Rapid Transit (BART) System servicing the Oakland and San Francisco areas.

Rail Access is provided by the Southern Pacific Railroad which passes through Benicia, Suisun City, Fairfield and Dixon. Full service AMTRAK is also available in Suisun City.

Comparative Distances

<u>Location</u>	<u>Freeway Miles</u>	<u>Air Time</u>
Denver	1,250	2:10
Las Vegas	557	1:20
Los Angeles	380	1:10
Phoenix	743	1:50
Portland	608	1:35
Sacramento	35	n/a
Salt Lake City	714	1:30
San Diego	507	1:15
San Francisco	40	n/a
Seattle	792	2:00

Traffic Patterns from Solano County

<u>Location</u>	<u>Commute Time</u>
Concord	20 Minutes
Marin County	50 Minutes
Napa	20 Minutes
Oakland	40 Minutes
Sacramento	40 Minutes
San Francisco	40 Minutes

AIR CARRIERS SERVICING THE AREA

COMMERCIAL

San Francisco International

Air Canada	Great American	Quantas	Air America	Federal Express
Air China	Helitac Aviation	Richardson	Airpac	Flying Tigers
Air France	Japan Air Lines	Rosenbalm	American Trans Air	Nippon Cargo
Alaska	Jetcopters	Salair	Amerijet	Southern Air Trans
American	Korean Airlines	Singapore	Cargolux	UPS
American Eagle	LTU Int'l	Southwest	DHL	Universe Air Cargo
Balair	Lufthansa	Sun County	Express One	
Braniff	Martin Aviation	Swiss Air		
British Airways	Martinair Holland	Taca Int'l		
Canadian Airlines	Mexicana	Tower Air		
Cathay Pacific	Minerve	TWA		
China Airlines	Northwest	United		
Condor Flugdienst	Orion	U. S. Air		
Continental	Pan American	UTA French		
Delta	Philippine	Wardair		
Eastern	Piedmont	Westair		
Evergreen Int'l				

Oakland International

Alaska	American Eagle	Southwest	Amerijet	Federal Express
Alpha	Continental	United	Burlington Air	UPS
America West	Delta	United Express	Emery Worldwide	
American	Sky West	U. S. Air		

Sacramento Metro

American West	Continental	U. S. Air	Airborne Freight
American	Delta		Federal Express
United	Northeast		

Buchanan Field (Concord)

U.S. Air	U. S. Air
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Nut Tree Airport (Vacaville)

Serves large corporate aircraft and helicopters with a 3,800 foot runway.

Rio Vista Municipal Airport (Rio Vista)

Serves large corporate aircraft and helicopters with a 4,200 foot runway.

Source: Survey of Area Airports, December 1994

Located at the headwaters of the San Francisco Bay, the deep water port of Benicia is 24 miles from the Golden Gate Bridge. In 1993, this port was the second busiest in the Bay Area in terms of import and export of tonnage as well as continuing to be a major center for imported cars on the West Coast. Import and export of petroleum products from nearby Exxon, Shell, and Chevron and handling outbound bulk cargo also contribute to the popularity of this port.

Bay Area Port Activities

1 9 9 3 T o n n a g e L o a d e d & D i s c h a r g e d	Total	Autos & Trucks	Lumber & Logs	General Cargo	Bulk	Number of Containers	% of 1992
Oakland	17,192,312	765,819	1,298	243,609		951,858	101.7
Benicia	1,757,620	1,486,567		8,063	262,990		102.8
San Francisco	1,716,168	49,031	4,799	127,991	34,114	88,249	74.5
Richmond	880,709	733,092	2,785	141,619		189	99.1
Crockett	589,386				589,386		97.7
Pittsburg	441,126				441,126		102.6
Alameda	45,311	5,477		39,834			15.5
Antioch	41,169			938	40,231		54.1
Redwood City	27,772				27,772		29.1

Source: San Francisco Business Times 1994-95 International Trade Resource Guide (Pacific Maritime Association)

Education



- A. School Districts Infrastructure
- B. SAT Performances
- C. Post-Secondary Education
- D. Universities and Colleges

EDUCATION

Solano County Board of Education derives its power from the State Constitution and laws of the State of California. Solano County contains seven public school districts. Within these districts are 62 elementary, 15 middle, 9 high schools, 7 continuation high schools, and 3 adult education schools with a total student population of over 67,000. Sixty-three percent of Solano County graduating students continue education in four-year colleges, community colleges and trade schools - full or part-time; 21% of graduating students receive scholarships.

SCHOOL DISTRICT INFRASTRUCTURE

School District	Number of Schools			Current Student Population	Elementary Pupil/Teacher Ratio	
	Elementary	Middle	High		Current	Maximum
Benicia Unified	5	1	2	4,750	29/1	32/1
Dixon Unified	3	1	2	3,134	29/1	32/1
Fairfield/Suisun Unified	18	5	4	20,972	31/1	32/1
River Delta	1	1	1	1,084	29/1	32/1
Travis Unified	4	1	2	4,013	30/1	32/1
Vacaville Unified	13	2	3	13,645	29/1	32/1
Vallejo Unified	18	4	3	19,838	32/1	32/1
TOTALS	62	15	17	67,436		

Source: Directory of Public Schools in Solano County (September 1994)
 River Delta Unified School District (October 1994)

S.A.T. Scores - 1994

<u>High School</u>	<u>Math</u>	<u>Verbal</u>
Armijo (Fairfield)	479	418
Benicia	542	451
Dixon	463	389
Fairfield	463	396
Hogan (Vallejo)	440	373
Rio Vista	TBA	TBA
Vacaville	482	424
Vallejo	447	386
Vanden (Travis)	483	418
Wood (Vacaville)	471	417
California Average	482	413
National Average	479	423

Post-Secondary Education

Ideally located, Solano County is within a short driving distance to nine major universities, California Maritime Academy and community college. Solano Community College is situated in the heart of the county with over 10,000 students enrolled annually. The campus offers a wide range of educational services including the Transfer Program with course work paralleling the freshman and sophomore years of college. Also, occupational and career education in over 40 fields, courses for job related skill development and career change as well as continuing education and lifelong learning opportunities.

Universities and Colleges

University of California, Davis	20 minutes
University of California, Berkeley	35 minutes
University of California, San Francisco	50 minutes
University of San Francisco	50 minutes
California State, Hayward	50 minutes
California State, Sacramento	40 minutes
California State, Sonoma	45 minutes
Stanford University, Palo Alto	80 minutes
St. Mary's College, Moraga	35 minutes

Firms Join to Build Economic Development

By: Michael Pulley

Solano Economic Development Corp. has joined forces with a host of government and business organizations to launch a new region-wide economic development effort for the entire Bay Area.

The Greater Bay Area Regional Marketing Partnership held a kick-off press conference on Friday in Oakland. The partnership covers nine Bay Area counties including Solano. It's comprised of business leaders and economic development officials from the Bay Area Economic Forum; Pacific Gas & Electric Co.; the California Trade and Commerce Agency; and virtually every city and municipality in the region.

The first-of-its-kind partnership hopes to raise a total of \$88,000 for its first year budget. Founding partners have already committed to \$65,500 of that goal. The partners will be seeking additional participation and investment from the private sector and from the cities within the region.

The money would be spent on retention and expansion of existing firms, and attracting new ones by creating an effective image for the Bay Area as a region.

Mary McCarthy, the new president of Solano's independent economic development agency, sees the new partnership as an opportunity to fill a vacuum left by the state's own beleaguered development efforts.

Despite intentions by Gov. Pete Wilson to stem the loss of California's businesses to states with more hospitable business climates, his administration's business recruitment strategies are still falling short.

In her inaugural address to SEDCORP members earlier this month, McCarthy noted that the California Association for Local Economic Development took the state to task in its first ever white paper for lagging behind other states in developing and supporting a statewide strategy for business development at all levels.

Even more damning was recent feature news article in The Wall Street Journal that said Texas is still stealing away many of California's businesses by striving for racial harmony and avoiding the very "immigrant-bashing" policies that Wilson has staked his presidential candidacy on.

The Wilson administration is backing the new effort in the Bay Area. "Efforts like this show California communities are serious about keeping jobs and attracting new business to create new jobs," said Julie Meier Wright, secretary of the California Trade and Commerce Agency. "With competition for business increasing every year, it is very gratifying to see the Bay Area Regional Marketing Partnership created."

BUSINESS

New Sedcorp leader presents views

By Douglas Robson

of the Daily Republic

FAIRFIELD — Mary T. McCarthy, the new president of the Solano County Economic Development Corp., spelled out her vision for the county's future economic development Thursday at Sedcorp's bimonthly breakfast meeting.

Addressing members for the first time since she took office Sept. 1, McCarthy told about 100 of her "constituents" — business and government officials from all over Solano — of the importance of taking a hands-on, flexible and responsive approach to attracting business to the area.

McCarthy, speaking in a conference room of the Fairfield Holiday Inn, cited the mission statement of Sedcorp and pledged allegiance to the primary goal of the organization.

"Marketing Solano County is and will continue to be the prime objective of this organization," she said.

But "since the mission statement was written, the business world has evolved and changed" with the advent of new communications and information technologies such as modems and faxes, she said. These and other technologies have fundamentally changed the way business is done.

She also criticized the state's inaction



Daily Republic/MARK PYNES

Mary McCarthy replaced Norm Repanich as the new president of Sedcorp.

on many fronts, which have hindered economic development and made it more difficult to retain businesses.

"California has both evolved and suffered," she said, adding that the continued globalization of local economies requires an adaptable business climate.

She called for a more proactive approach to developing and keeping business.

"Sedcorp is evolving, like California, like the global economy, like business," she said.

McCarthy replaced Norm Repanich, who left the top job at Sedcorp nine

months ago. A former city economic development director in Perris, in Riverside County, McCarthy landed at Sedcorp after a lengthy job search that began with 80 candidates, Sedcorp Chairman Gary Falati said.

Many people present Thursday said they were relieved to have a new leader at the helm of one of Solano County's most important economic outreach organizations.

"I'm more than relieved," said Jacque Bell, who works at First Northern Bank in Fairfield. "I'm immeasurably thrilled to have her on board and to be a part of her dynamic agenda."

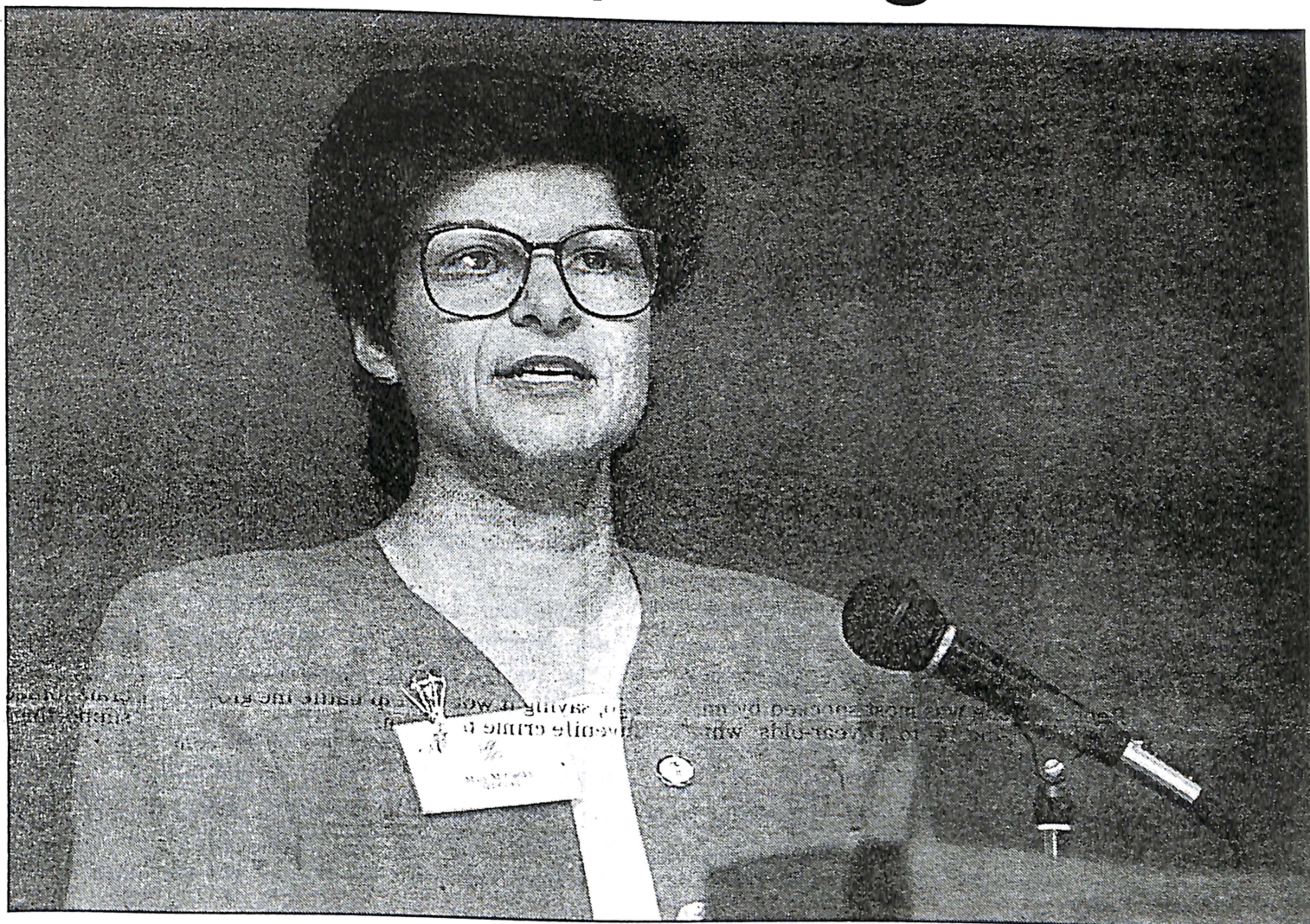
In her speech, McCarthy outlined several points that she said would be crucial to the organization's efforts in developing business.

These included retaining business already in Solano by identifying non-competitive factors, helping companies expand with special loan programs, and addressing quality of life issues such as education and housing, amenities that influence companies when they choose locations.

"My goal would be to raise the consciousness level of every citizen of this region as to the role that economic development plays in the quality of their lives," she said.

Friday, September 8, 1995

Taking charge, setting course



Cliff Polland/The Reporter

New president Mary McCarthy makes her inaugural address to the Solano Economic Development Corp. on Thursday.

SED Corp. greets new president

By Michael Pulley
Staff Writer

More than 120 members of the Solano Economic Development Corp. showed up at a breakfast meeting Thursday to hear a speech by Mary McCarthy, SED Corp.'s highly touted new president and chief executive officer.

Sticking closely to a prepared speech, the 48-year-old McCarthy told SED Corp. members that marketing of Solano County will continue to be the prime objective of the county's independent economic development agency. But she added that retention of existing jobs and expansion of existing businesses should be a major priority of the organization too. She also mentioned quality of life and innovation as two other factors that SED Corp. should not overlook.

"In a way, SED Corp. is experiencing a new beginning," said McCarthy. "It is an appropriate time to examine the basics, look at the

structure and goals of the organization, to test them in light of today's realities."

McCarthy took over on Sept. 1 a job formerly held by former SED Corp. president Norman Repanich, who quit in January after 10 years. He became economic development director for the city of Rio Vista.

An exhaustive six-month search led to the selection of McCarthy, who came to SED Corp. from the city of Perris, where she served as economic development director for the small city in Riverside County. She dazzled SED Corp. board members with a resume that includes a three-year stint with the CIA and a job with the San Diego Chamber of Commerce, where she frequently worked with then San Diego Mayor Pete Wilson to promote business in San Diego.

Lee Grissom, McCarthy's former boss at the San Diego Chamber of Commerce, is now head

■ See McCarthy, Page 2D

“
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Mary McCarthy

”

SEDCORP has plans for International Trade Committee

By: E.K. Loving

The last column about exporting drew several comments from local businesses. It also drew a note from E. Jean Krack, vice president of SEDCORP, and Gary Falati, Chairman of SEDCORP, telling me their efforts in the export world.

SEDCORP has plans for an International Trade Committee. The committee has the mission to attract and develop international trade activities within Solano County.

To do this, SEDCORP has aligned with BAYTRADE in an unprecedented regional partnership among the U.S. Department of Commerce, the California Trade and Commerce Agency, the Bay Area Economic Forum and governmental leaders in the 12 county greater Bay Area.

Gary Falati sits on the board of directors and will be an active participant in promoting international trade in this region. SEDCORP will also participate in the organization and undertaking of trade missions sponsored by the Office of Foreign Investment of the California Trade and Commerce Agency.

The immediate goals for the International Trade Committee are the planning of Solano Summit V, which will focus on International Trade; the preparation and implementation of an appropriate training program for the committee, in order that all members of the committee have the same base level of knowledge of the critical issues of the business of import/export; the compilation of a database and a subsequent survey of companies within the county that currently participate in international trade, in order to

access the attributes of Solano County from their perspective; and lastly, the formation of appropriate, targeted sub-committees within the International Trade Committee, i.e. marketing, intra-county, government & public education, etc.

If you are a member of SEDCORP, or are interested enough in this committee to become a member, contact Jean Krack at SEDCORP at 864-1855.

More information about exporting came to us from the U.S. Chamber.

U.S. West Marketing resources has produced NAFTA Export Pages, a directory and buyers' guide. The guide is designed to connect buyers and sellers throughout the Western Hemisphere and worldwide. The publication will debut in October 1995 with both printed and CD-Rom versions.

The pages will feature six major industry sections listing more than 50,000 suppliers from the United States, Mexico and Canada under thousands of product and service classifications. The source book will be distributed.

Target groups include industry purchasing managers, government procurement officials, distributors, agents, general merchandise importers and other intermediaries.

For more information about NAFTA Export Pages, or to be included, call (800) 288-2582.

Remember, the IDEAL business has an international market. That should be your goal.

E.K. Loving is executive vice-president of the Fairfield-Suisun Chamber of Commerce.

Warehousing Firm Moves to Vacaville

By: Michael Pulley

Rypins-Lipinski & Associates, a contract warehousing firm based in Emeryville, has opened a 123,000 square foot distribution facility in Vacaville.

The company, commonly known as R&L Warehousing, also plans to eventually move its headquarters to Vacaville from Emeryville.

Facing cramped quarters and high real estate costs in the Emeryville area, the 22-year-old company decided to relocate most of its operations to a new area, said Mike Rypins, a partner and company founder. R&L chose Vacaville after a two-year search.

The company, which does warehousing and shipping for other companies on a contract basis, was attracted to this area because it could find the space it needed at a more affordable cost, Rypins said.

R&L also was impressed with the area's labor market, and it discovered that Vacaville was a bearable commute for its employees who live in the Bay Area since the commute is against traffic.

The company's 123,000 square foot site is located at 721 and 751 Eubanks Drive in the Vaca Valley Business Park, a site once occupied by West Coast Beauty Supply, according to Brooks Pedder, a real estate

broker in the Fairfield office of The Galbreath Company.

Pedder and Galbreath broker Phil Garrett represented the facility's owner, Bert Tonkin, in the deal. R&L was represented by Cushman-Wakefield, a Walnut Creek based brokerage.

R&L is purchasing the facility from Tonkin, said Rypins. A similar facility in the Emeryville area would have cost the company twice as much as what it's paying for the Vacaville facility, he added.

The company employs 16 workers at its new site, Rypins said. That number will rise in the future as the company hires additional workers and transfers more of its employees from Emeryville.

In Emeryville, the company operates a 65,000 square foot warehouse and had previously operated another 30,000 square foot satellite warehouse in a separate location. The smaller warehouse was closed down recently after the company opened in Vacaville, Rypins said.

The company plans to shrink its 65,000 square foot site once it moves its headquarters to Vacaville, but plans to keep some presence in the Bay Area.

Let Suisun Be Suisun

By: Bradley Inman

Suisun City - Unlike WalMart and Home Depot, Bab's Delta Diner isn't traded on the New York Stock Exchange.

But the tiny, privately owned restaurant in the old-town section here is a critically important anchor tenant in the waterfront revitalization that is getting the attention of urban planners and real estate experts around the nation.

Serving pancakes the size of Terry Steinback's catcher's mitt, Bab's Curless offers her customers a mound of home-cooked food at decent prices. Earlier this month, she had a grand opening for the new diner, which was relocated from close-by Main Street.

The opening was important because it was the first new commercial building to be erected along the waterfront of this Solano County City - an area where the city has made a \$70 million investment in improving the streets, parks, harbor and other public amenities.

The revitalization was noted by the California Planning and Development report, a prestigious urban planning trade journal based in Ventura.

"Five years ago, Suisun City was a town looking to be reinvented. Today, this city of 24,000 people appears to have accomplished a minor miracle, as well as redefinition of its civic purpose," said the journal in a recent issue.

Instead of creating another look-alike town center, Suisun City is carving out an identity that captures the best of the area's geography and its people. The waterfront and the old commercial buildings that line the adjacent main street offered a wonderful pallet for the San Francisco-based ROMA Urban Design Group, which was hired to develop a scheme for the older part of Suisun City. The newer parts of the community look like any other Solano County suburb.

ROMA created a spirited plan that mixes the traditional small-town planning with a waterfront park and a civic center anchoring two sides of the 300-foot channel.

Now the challenge is to fill out the commercial bays along the waterfront. The city is talking to a local bakery and another restaurant to add to Bab's beginnings.

Airy, open and colorful, Bab's Delta Diner is unique because Curless has an equity stake in this well-planned downtown transformation. Thanks to help from the city and a Small Business Administration loan, Curless owns the building. And her commute is a dream. When she wakes at 3 a.m. to make biscuits, she walks down a few stairs from her second-floor apartment - with killer waterfront views - to open the diner.

Located at the northern edge of Grizzly Bay, Suisun City is off the beaten path of major freeways like Interstate 80.

City officials belatedly realized that they wouldn't be successful in attracting major retail outlets

like WalMart and Home Depot. Thus, the community was forced to come up with its own vision for resurrecting the old parts of this blue-collar town.

Initially, the city went the traditional route of advertising for chain businesses all over the country - but realized its greatest opportunities were in its own backyard, said Suisun City redevelopment director, Camran Jooomy. Using an innovative bottom-up approach to economic development, the town turned to its own local businesses as an engine of its revitalization strategy.

Bab's was a successful home-grown Suisun City business that was ripe for expansion and ready to do so with a little help and encouragement from the city.

"Babs needed more space; she go that and more," said Jooomy.

At 10 a.m. last Tuesday when I visited, Bab's had a full house and a waiting list besides.

The tiny community offers a lesson for cities all over the Bay Area that are struggling to rebuild or reshape a tired part of town. Too many Bay Area communities pin their revitalization hopes on the "shopping-anywhere" solution - WalMart or Home Depot - or desperately recruit Noah's Bagels or Starbucks in hopes of creating some cute yuppie hangout.

These combinations can be found anywhere, whereas Bab's offers its own original charm.

"We've decided to let Suisun be Suisun," said Jooomy, who gets much of the credit for the city's rebirth.

He is a soft-spoken redevelopment pro who understands esoteric real estate deal-making, but is keenly sensitive to rebuilding only what this community wants and is ready for.

More live-work, less commuting

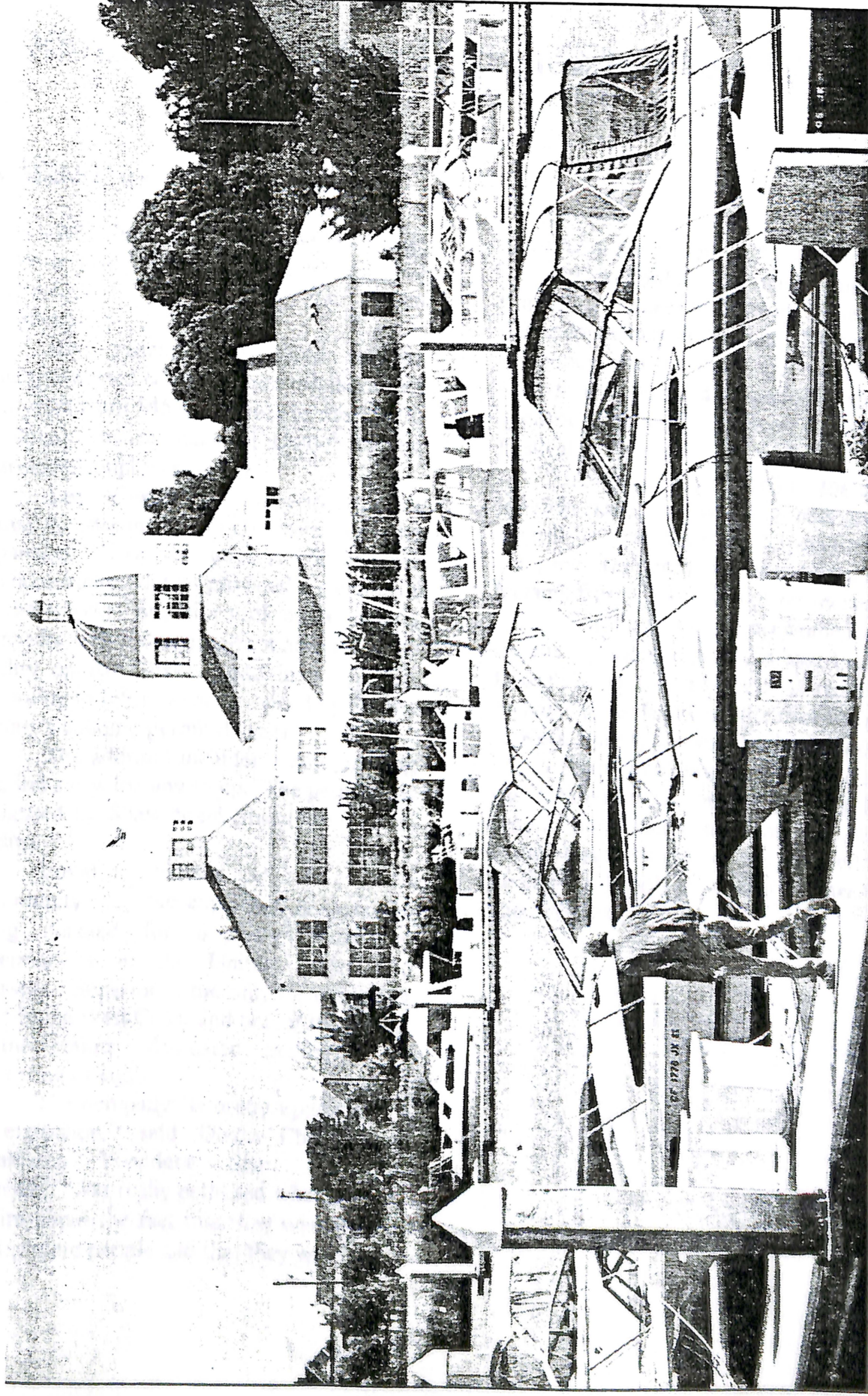
Next steps include creating more live-work spaces like Bab's, proving that this dense mixed-use scheme has broader applications than urban areas like San Francisco's South of Market.

Most other suburban communities wouldn't even consider such a plan, but Suisun City officials had a hunch that people would prefer to avoid a commute.

Another triumph in the redevelopment effort was demolishing a cluster of down-and-out apartment buildings. They were replaced with a nifty neotraditional subdivision, built by San Mateo-based O'Brien and Hicks. The homes include front porches, alleys and slow streets.

"Suisun City seems destined to become a reference point for cities seeking to reinvent themselves in post-industrial California," the urban planning journal said.

For being daring and different, it deserves the accolades.



EXAMINER PHOTOS/PAUL CHINN

Boats line the waterfront near the Sun City city hall, at left. Below, Bab Curless prepares a meal at her restaurant, Bab's Delta-Diner, along the waterfront.

Solano town went for a unique feel with its downtown revitalization

Dixon Meat Packer Expands to Meet Growth

By: Michael Pulley

With demand for its products rising, Superior Packing Co. is building a 13,000 square-foot expansion of its Dixon slaughterhouse.

The expansion is based on the employee-owned company's growth in the last two years from 145 employees to nearly 200 employees, which makes it Dixon's largest year-round employer.

Les Oesterrich, Superior's plant manager, declined to comment on the expansion. However, government agencies and community sources provided some details on the project. Superior took out a building permit for a 12,700-square-foot addition to its facility on Rio Dixon Road in November, according to information provided by Solano County's building permit division.

The addition includes a new packing area and a new loading ramp. The permit was requested by Shaw Steel Structures Inc. of Fresno.

Local sources in the Dixon Community say the expansion is based on rising demand for Superior's lamb by supermarkets in the United States and overseas. Superior is the only meat packing plant on the West Coast and one of the largest in the country dedicated exclusively to processing of lamb.

The company "is pretty upbeat about its expansion," said Dixon Chamber of Commerce President Sam Crawford. Oesterrich "was really enthused when I talked to him about the fact that they were able to employ more people and that they were going

ahead with the expansion," Crawford added.

Crawford said the chamber sees Superior's success as a major benefit to the Dixon community as a whole. "It pumps a lot of money into the local economy," he said. Crawford noted that Superior is the major sponsor each year of Dixon's Lamb Town Festival in August.

A brochure produced by the company in 1991 said the company had an annual payroll at that time of \$3 million. The company was purchasing about 65 percent of its lamb from California sheep ranchers.

Superior's rise to preeminence within the meat packing industry is based largely on Dixon's own role as major sheep ranching community. Solano County ranks second only to Kern County among California counties in sheep production, said Crawford. In recent years, Superior has been expanding into the production of shelf-ready lamb cuts, a market niche that's troubling to butcher unions because it allegedly eliminates butcher work in supermarkets.

Suisun Gains Kudos for Urban Planning

By: Charlie Goodyear

Suisun City - Redeveloped Old Town Suisun has again gained national recognition, being touted this time by the Urban Land Institute as a shining example of ambitious and creative modern urban planning.

This is the third time in recent months that Suisun City has been featured in a national magazine. Articles have previously been published in the Builder's and Sea magazines.

The city's Harbor Plaza is featured on the cover of the May issue of Urban Land magazine, produced by ULI. ULI is a Washington, D.C. - based nonprofit research and education institute that promotes responsible land use. Urban Land has a national circulation of 13,000.

In an article titled "New Urbanism in the Real World," author Charles Lockwood - who has written seven books on U.S. architecture and cities and is a regular contributor to national newspapers on development issues - outlined Suisun City's comeback from dark days in the late 1980s.

"I was impressed," Lockwood said, speaking from his home in Southern California on Monday. "Here you have people who love their town, they have lived there a long time, they saw it falling apart and they want to save it.

"The two things that impressed me the most about Suisun is that, number one, it's for real people, not just the elite," Lockwood added. "It's not just for rich people or yuppies, but the vast majority of the population. Number two, it's the redevelopment of an existing community. I haven't seen anything like it. The quality of the ROMA was remarkable."

Ironically, around the same time Suisun City was put into redevelopment, a new school of planning and design, was taking shape.

The goal of New urbanism is to "reshape and humanize metropolitan areas" into more traditional living spaces while maintaining a city's specific identity, according to Lockwood.

The coincidence between Suisun City's redevelopment and the emergence of new urbanism is what caught ULI's attention.

"They didn't select new urbanism theories just like that," said Christine Schuyler, the magazine's managing editor. "They selected them by default. This is an example of new urbanism that is not theoretical, it's real. I think that's what is so important about it."

Camran Nojoomi, executive director of the city's Redevelopment Agency agreed.

"It was coincidental but we had a clear vision of what we wanted to do," he said. "Now they are holding conferences on that approach. But it was our only choice. If we didn't deal with the Old Town, it would have kept pulling the whole city down."

Suisun City's quick turnaround has also been atypical.

"The San Francisco Chronicle ranked Suisun City as the worst place to live (in the Bay Area) only a few years ago," Lockwood said. "Clearly that has changed. If the plan is fully implemented, and judging from the track record of Mayor (Jim) Spering, Camran Nojoomi and ROMA, it will be, Suisun is going to have a very vibrant seven-day-a-week downtown."

Helping to achieve that goal is the city's effort to foster small business and keep chain stores out of the Old Town, Lockwood added.

"By creating smaller lots, they are encouraging a home-grown entrepreneurial and merchant class," he said.

Where does Suisun City go from here? City planners concede that with expansion contained on all sides, growth will have to come from the inside.

"We are limited," Nojoomi said. "We have an out to the east near the base, as does Fairfield. But the city has gained more population without a proportional increase in the tax base. Growth will continue within existing city limits but it will take on many different dimensions other than population."

The institute's article is another sign to city officials that they are on the right path to economic recovery.

"What really sets us apart is that we've delivered the product," Spering said. "We have really stayed the course. And the result is an award-winning design. If you asked me what have been my greatest accomplishments, I'd say it is helping to deliver all these projects."

Suisun City can look forward to a growing reputation as a success story, city officials said.

"I think ULI's coverage gives significant credence to what we are trying to accomplish and what direction we're going in," Nojoomi added. "I think there will be even greater recognition. I've already been getting phone calls on the article."

Desirable development



Daily Republic/MARK PYNES

A bicyclist rides along the new Suisun waterfront near the Harbor Master office Monday.

Suisun gains kudos for urban planning

Hotel To Take Root Near Coffee Tree

By: Michael Pulley

A Modesto development company and Masson Land of Vacaville have finalized an agreement with Marriott Corp. to build a 120-room hotel adjacent to The Coffee Tree restaurant on Interstate 80 in Vacaville.

Rim Corp. of Modesto, lead partner in the project, hopes to break ground on the Coffee Tree Inn by the end of this summer and open for business by next spring, said Carla den Dulk, director of real estate for Rim.

The \$7.5 million project will employ about 30 people and cater to business people and tourists who travel the I-80 corridor.

"We felt that the potential in Vacaville is tremendous," said Rim president Frank Riser. "It's a strong growing community."

Rim is betting that the same business travellers and tourists who stop at The Nut Tree and the Factory Stores at Nut Tree will decide to spend the night in its hotel.

The Modesto-based corporation recently finalized an agreement with

Marriott to use the Marriott Courtyard design for the 70,000-square-foot hotel, which has been in the works for more than five years.

Rim also has submitted preliminary building design information to the city of Vacaville. The hotel's 10-acre site, owned by Masson Land, is already zoned for commercial use.

"We'll be next to the Coffee Tree and they will be providing food service and ice to the hotel," said den Dulk.

Amenities at the hotel will include a pool, spa and conference facilities that will be able to accommodate 150 people. Room rates will begin in the mid-\$60 range.

Masson land is contributing the land for the deal in exchange for shares in the partnership that is developing the project. The parcel has been valued at about \$2 million.

Masson is a local partnership comprised of Masson family members and The Nut Tree.

Fairfield Lands 40-Job Factory

By: Charlie Goodyear

Fairfield - A bit of the bayou is coming to Fairfield. Louisiana-based Fibrebond Corp. plans to open a 40-person manufacturing facility here this summer.

"They are hoping to open by June," confirmed Scott Scherer, director of marketing for the Private Industry Council. "We're pre-screening potential candidates for jobs now."

Fibrebond's core business is the development of new construction materials and techniques to shield microwave and telecommunications equipment. The company also manufactures pre-cast concrete prison modules and posted a record \$70 million in sales in 1994.

Fibrebond has signed a three-year lease on the former Ford-New Holland Tractor Co. building at 2400 Cordelia Road, according to Don Theile, a broker with JHL Commercial & Investment Properties who helped complete the deal.

"We struck a good deal for them," Theile added. "And we had tremendous teamwork from the city. Fibrebond was so sold on Fairfield they didn't look anywhere else."

Final details had yet to be worked out by Wednesday afternoon. Fibrebond officials, including President Steve Schoonover, were touring the site, awaiting the news that the building's owner had signed the lease agreement.

Charlotte Wingfield, Fibrebond's vice president, declined to comment.

The company, which has an office in Menlo Park and others throughout the country, is apparently seeking to broaden its manufacturing base outside its Minden, La. headquarters, Theile said.

Fibrebond had considered leasing the vacant Breuners furniture building but ultimately settled on 2400 Cordelia Road, which boasts 110,000-square-feet of floor space on a nine-acre site, Theile added.

Airline Eyes Suisun For 120 Jobs

By: Charlie Goodyear

Suisun City -- Friendly skies are forecast for the city named after the west wind. United Airlines is close to signing a lease for a 120-person reservation office at 333 Sunset Ave.

"The lease has not been signed yet but discussions are going very, very well," said a source familiar with the deal. "United is not looking at any other sites. The lease will probably be signed within a week."

United will rent 5,000 square feet of office space for reservations and ticketing staff. Three 40-person shifts will operate out of the facility, according to the source.

Sources declined to comment on the length of the lease agreement.

Camran Nojoomi, executive director of the city's Redevelopment Agency, confirmed that United has chosen Suisun City as a site.

"My understanding is that United is coming here," he said. "They plan to hire 120 people and that would make them the biggest employer in the city."

Most of those hires will be local, with some transfers from other offices, a source said.

United is particularly concerned about turnaround time and hopes to move in by June 1, the source added. Discussions have progressed far enough that architects have already produced a layout sketch of the space, complete with

120 employee lockers, desks and computers for 48 reservation agents and a local ticket office.

Alan Wayne, a spokesman with United in Los Angeles, declined to comment, saying only that the company was looking at opening satellite reservation offices in both Northern and Southern California.

"We haven't gone public with this," he said. "I don't think any leases have been signed."

A number of factors spurred United - which has been looking at other sites, including Pittsburg- to finally decide on Suisun City.

"I think it was the demographics, the suburban setting and the available labor pool," another source said. "The geographic location and the building itself also were important. The redevelopment agency had worked hard to create office space that would attract a major employer here."

"Suisun has worked hard to get this kind of company," Nojoomi echoed.

"Without this building, we wouldn't have had a chance."

The new office will help achieve a variety of goals, Mayor James Sperring said.

"This helps to make the 333 Sunset building more successful," he said.

"And it helps add credibility to what we're trying to do here in Suisun."

Chiron: Readiness keyed Solano move

By Michael Pulley
Staff Writer

A biotechnology industry gathering at University of California, Davis Wednesday got an insider's view of how Chiron Corp. came to pick Vacaville for the site of its \$30 million manufacturing facility.

Ed Bailey, director of Chiron's facilities planning department, said the decision was based on four reasons: affordable land and existing entitlements at local business parks, utility infrastructure and the positive political environment in the community.

Bailey made his comments at BioPharm West '95, a biotech conference being hosted by Solano County. Sponsors of the event included Solano Economic Development Corp., UC Davis and the Sunnyvale offices of Marshall Contractors, a high-tech construction firm. The conference closes today at the Holiday Inn In Fairfield.

"We had a facility that we needed to deliver in a very rapid time frame," Bailey told Biotech industry veterans and local government officials. "The capability did not exist at current facilities at the company's headquarters in Emeryville."

Chiron eventually located the facility on a 51-acre parcel in the Vacaville Business Park near I-80 and I-505. The company first picked the site in September 1992 and launched operations in April 1994.

The initial facility, located on a five-acre parcel at the site, employs about 30 people to produce a genetically altered

yeast called PDGF, a platelet-derived growth factor. The growth factor is expected to be used in a topical cream for healing skin ulcers suffered by diabetics.

The growth factor is currently being used inclinal trials, which are being conducted by a division of Johnson & Johnson. Chiron and Johnson & Johnson hope to get product approval from the Food and Drug Administration in about 18 months, something that could eventually lead to an expansion of the Vacaville manufacturing site.

Bailey was one of a number of participants on a panel that focused on Solano County's biotech industry. Other speakers included John Thompson, city manager of Vacaville; Sean Quinn, director of Fairfield's office of economic development; and Jean Krack, vice president of SEDCORP.

Quinn told the group that cities in Solano County are well equipped to handle new biotech facilities because local business parks already have entitlements and infrastructure in place that allow biotech firms to rapidly erect new plants.

Biotech companies often spend millions of dollars and years in clinical research to win FDA approval for new products. Once that approval comes, companies must then move fast to mass produce potentially lucrative products in to recoup huge upfront capital investments in research and development.

Area Touted to Biotech Execs

By: Charlie Goodyear

Davis -- Area business and development professionals are hoping love is in the air this spring.

Representatives from Fairfield, Vacaville and the Solano Economic Development Corp. spent much of Wednesday wooing executives from 30 biotech companies, emphasizing that a marriage of mutual interests is possible in Solano County.

"We're the matchmaker," Sedcorp Vice President Jean Krack observed of his agency's role in attracting new businesses.

The group met on the campus of the University of California, Davis during the second day of BioPharm West '95, a three-day conference designed to promote both the county and the Interstate 80 corridor as a biotech haven.

Local officials and executives from biotech companies already located in the county touted Solano's land and energy resources and its widespread political support for corporate growth.

Ed Bailey, director of facilities for the Chiron Corp., outlined a host of conveniences that encouraged the firm to open a factory in Vacaville last year.

"The property in Vacaville was already zoned for our use," he said. "We

don't have to put a lot of our own infrastructure in. And the area is pro-development and pro-biotech. Had it not been for that kind of cooperation from Vacaville and Solano County, we would not have gotten the facility built in time."

Sean Quinn, the economic development director for Fairfield, told conference participants that "the cities of Solano County have planned for growth for a long time. Most of them are very entrepreneurial in their approach."

The county has anticipated the type of economic and job growth biotech companies can offer and individual cities have planned accordingly, he added.

Vacaville City Manager John Thompson discussed the financing available to firms looking to relocate, noting that what the county lacks in largess it more than makes up for in efficiency and flexibility.

"If it's just a straight dollar incentive issue we're not always going to win on that," he said.

"Fairfield and Vacaville are two of the biggest abusers in California of redevelopment districts and proud of it," Thompson joked. "But we take the lion's share of property taxes and that means a bigger rebate for you."

Chiron President Praises Solano's Business Attitude

By: Michael Pulley

The top executive of Chiron Corp. singled out Solano County as one of the few communities in California with the right attitude for attracting new business to its area.

Edward Penhoet, Chiron's president and chief executive officer, made his comments Tuesday evening to a group of about 75 biotechnology industry executives and local government leaders gathered at the Nut Tree Restaurant in Vacaville. Penhoet was the keynote speaker for BioPharm West '95, a three-day biotech conference which is being hosted this week by Solano County.

Many California communities have a bad attitude toward start-up facilities, the number one reason why so many companies are leaving the state, Penhoet said.

"When you walk up to the counter in your local community, they give you the finger," said Penhoet, drawing chuckles from the group.

"When you walk up to somebody like Vacaville and they say: 'Gee, we'd like to have you,' it's an almost

overwhelming experience," he added, referring to the reception Chiron received when it located a manufacturing facility in the Vacaville Business Park two years ago.

Penhoet urged other biotech executives who came to the conference from around the country to "look for a site with strong community support."

"I can't tell you how important that is," he added.

An insightful and humorous speaker, Penhoet's address was considered the highlight of the three-day conference, which runs through Thursday. It's being sponsored by Solano Economic Development Corp., University of California, Davis and Marshall Contractors, a Rhode Island firm that specializes in high tech construction.

The conference shifts to UC Davis today, an institution that has been a key factor in attracting biotech firms such as Chiron and Genentech to the region because of its research capabilities. The program wraps up Thursday at the Holiday Inn in Fairfield.

County Told To Push Biotech Momentum

By: Michael Pulley

Solano County's efforts to attract biotechnology facilities received high praise Tuesday from industry experts and executives who gathered in Fairfield for the first day of a local conference.

Michael Hildreth, a biotech expert with Ernst & Young, told attendees at BioPharm West '95 that local government officials have played an advocacy role in winning "fast track" approval for new facilities for companies such as Genentech, Chiron and Alza. Such assistance is often valued even higher than financial incentives by firms who are planning to build new facilities, said executives at the conference.

"What's important is you've got critical mass," said Hildreth, a partner in Ernst & Young's Palo Alto office "You've got the great start of momentum. It's the moss collecting on the rolling stone. This could be the next growth area."

BioPharm West is a three-day industry symposium that is being held Tuesday through Thursday in Solano County. The conference, which features a number of industry heavyweights, is focusing on the process of finding the best locations for new biotech manufacturing facilities. It's sponsored by Solano County Economic Development Corp., University of California, Davis and Marshall Contractors, A Rhode Island

firm that specializes in biotech construction. Today's program is being held at UC Davis. The conference finishes Thursday at the Holiday Inn In Fairfield.

Local officials are using the conference to highlight their designation of Solano's Interstate 80 corridor as "The Life Sciences Corridor," a moniker that is aimed at drawing attention to this area as a hotbed for biotech.

"You have the land, you have the people and you have the facilities," said Greg Parrett, manager of business development in the Sunnyvale office of Marshall Contractors. "The cities (in Solano County) are willing to take the time to understand the biotech industry."

Hildreth kicked off Tuesday's conference with a presentation on the factors that biotech chief executives consider when sitting a new facility. The most important factors are availability of skilled labor, land and facility cost, the regulatory environment and the overall economic environment according to a recent survey of chief executives in the industry. Other important factors included location, taxes and local planning assistance.

Seminar Targets Biotech Bigwigs

By: Charlie Goodyear

Fairfield - Stepping up their efforts to make Solano County and the Interstate 80 corridor a biotech haven, local business and development officials kicked off a three-day conference to market the region to more than 30 companies.

The Solano Economic Development Corporation is sponsoring the conference, titled Bio-Pharm West '95, along with the University of California, Davis and Marshall Contractors, a Rhode Island based hi-tech construction firm.

Participants include some of the biggest names in biotech like Chiron and Amgen. And the scope is international, with at least one company, Zeneca Pharmaceutical, sending representatives from its headquarters in England.

Aside from showcasing the region, conference coordinators also hope to educate executives on how favorable Solano County and the I-80 corridor are to biotech companies.

"This is sort of a how-to-seminar," said Sedcorp Vice President Jean Krack. "We want to let them know this is a premier location. But we also want to demonstrate our expertise. The municipalities of Solano County favor this

industry and don't see it as something mysterious. We know this industry will provide clean, well paying jobs."

Today's session at the Holiday Inn in Fairfield will focus on financing and locating a biotech manufacturing facility. Guest speaker Edward Penhoet, president and chief executive officer of Chiron Corp., will cap off the day's events.

"We've targeted companies that are close to starting production on a particular drug or product," Krack added.

On Wednesday the group will convene at the UC Davis campus for a series of seminars followed by a tour of the I-80 corridor. Executives will discuss why Solano County is a prime location.

"I'm excited," said Joe Barrish, a member of Sedcorp's Life Sciences Committee and a consultant for Andrews, Lando & Associates. "But there are still a lot of building blocks in this. We need to establish a biotech curriculum at the junior colleges. But we have a lot going for us. We just need to put all the pieces together."

SED Corp. Welcomes Biotech Gathering

By: Michael Pulley

Some of the leading executives of the biotechnology industry descend on Solano County this week for a three-day conference that kicks off at 8 a.m. today at the Holiday Inn in Fairfield.

"BioPharm West '95," sponsored in part by Solano Economic Development Corp., will feature industry heavyweights such as Edward Penhoet, president and chief executive officer of Chiron Corp. The Emeryville based company, which operates a pharmaceutical manufacturing facility in Vacaville, has become one of the industry's most high-profile firms. Penhoet will address the industry-exclusive conference this evening.

The conference, which runs through Thursday, moves to the Alumni Center at University of California, Davis on Wednesday and finishes up back at the Holiday Inn in Fairfield on Thursday.

Wednesday's program at U.C. Davis will include a panel discussion on Solano's role in biotech. It will feature local economic development officials and

Edward Bailey, director of facilities for Chiron.

It's a discussion that should provide an interesting glimpse into why Solano County has become a favored location for companies such as Chiron, Alza and Genentech. Bailey will discuss the decision-making process and lessons Chiron learned in bringing a 100-acre facility in Vacaville. He will also talk about how to work in a cooperative effort that leads to a "win-win" situation for both corporations and municipalities.

The conference also comes at a key juncture for the emerging industry. In a race to join the DNA generation, pharmaceutical giants are scrambling to link up with biotech firms or swallow them up in buyouts. Drug company representatives often attend biotech gatherings in an effort to search out deals, according to a recent story in The Wall Street Journal.

Biotech Industry Called Boon For Trade

By: Michael Pulley

Solano County's blossoming biotechnology industry is expected to play an important role in California's efforts to boost international trade between the state's businesses and foreign companies, according to a top state trade expert.

Lloyd Day, a trade analyst with the California Trade and Commerce Agency, told members of the Solano Economic Development Corp. Wednesday that trade officials in Gov. Pete Wilson's administration plan to work closely with SED Corp. to promote the county's biotech industry.

But while most of California's trade strategies are focused on emerging markets in the Pacific Rim, Solano County's global trade efforts will probably get targeted on Europe, which has a flourishing biotech industry of its own, said Day.

Day made his comments Wednesday morning to a full room of local business people and politicians who had gathered for SED Corp's bimonthly breakfast meeting at the Holiday Inn in

Fairfield. SED Corp. asked Day to speak to the group as a tie in with SED Corp.'s own new focus on promoting international trade with local business. SED Corp.'s newly launched international trade committee held its first meeting after Day's speech. Tab French, a vice president of Bank of America, is serving as chairman of the new committee.

California, which has seven foreign trade offices overseas, will soon be opening an eighth office in South Africa, Day said. The Wilson administration announced Wednesday that the state's exports jumped 15.5 percent in 1994 to \$81.2 billion.

While the state continues to be the No. 1 exporting state in the nation, the Wilson administration plans to do even more to boost the state's role in international trade, Day said. Among other things, Wilson plans to double the budget of the state's export finance office, which provides loan guarantees for specific export market transactions.

Westamerica Opts for Fairfield

New Offices Will Employ 450 People

By: Barry Eberling

Fairfield -- City dreams of bringing corporations and jobs to the north Cordelia area of Fairfield got a boost Thursday when Westamerica Bancorporation announced it will buy 17 acres there for administrative buildings.

Most of the properties in that area targeted for business parks and corporate headquarters are vacant now. But Westamerica wants to have two two-story buildings totalling 132,000 square feet finished and opened in summer 1996.

The firm will bring its computer operations and some administrative services, along with 450 jobs, from various locations in Marin county. Ultimately, it could construct more buildings and employ 1,000 people at the Fairfield site, said David Payne, chairman, president and CEO of the firm.

"This site gives the expansion opportunities we're likely to need as we continue to grow," Payne said.

Sean Quinn, the city's economic development director, stood near the grassy site at Suisun Valley Road and Mangels Boulevard and pointed out other land targeted for development, some of it owned by the city's Redevelopment Agency.

"It absolutely is a catalyst," Quinn said. "I think what it does is validate the area, that it's a good site for corporate relocation.

"I think this is the first of many things to come out here," he added.

The Westamerica site near both Interstate 80 and the coastal foothills is owned by G&H Properties and Jim Grossi. The bank also had an

option to buy a site in the Napa Valley Corporate Park on Highway 29, but chose Fairfield.

Barring something totally unforeseen, the bank should own the Fairfield land by the end of June, Payne said.

Its corporate headquarters will remain in San Rafael. But most of the senior managers will be in Fairfield, along with mid-managers, Payne said.

Fairfield is still negotiating incentives for Westamerica to come to the area. The city will help pay costs for a road and is talking about helping out with developer fees if Westamerica creates more than a base number of jobs, Quinn said.

"Mentally, it shows our town that the economy is looking up," Mayor Chuck Hammond said. "It shows my town there's an opportunity for jobs for them.

"We're committed to bringing jobs, to keeping people off the highway," Hammond said.

Purchase price for the site was unavailable Thursday.

Westamerica Bancorporation is a multi-bank holding company that operates 53 branches in 12 Northern California counties. Westamerica Bank has 42 offices in 10 counties, Napa Valley Bank has seven branches in Napa County and Bank of Lake County has four offices in Lake County.

The corporation acquired Pacific Valley Bank in Modesto this year and has agreements to acquire CapitolBank Sacramento, Novato National Bank and two offices of Bank of America in Point Arena and Kelseyville.

Solano Promotes Biotech With Symposium

By: Charlie Goodyear

Fairfield -- Local development professionals, the University of California, Davis, and an East Coast construction company will host a biotechnology symposium in April.

The symposium, titled "BioPharm West '95, is yet another marketing tool designed to highlight both Solano County and the so-called "Life Sciences Corridor," a ribbon of biotech companies running along Interstate 80.

"We see this as an excellent opportunity to heighten our visibility and educate companies about the area. One of the seminars we're planning will be titled, 'Why Solano County?'" said Jean Krack, Sedcorp vice president.

The Solano Economic Development Corp., UCDavis and Marshall Contractors, a Rhode Island-based firm specializing in hi-tech construction, will sponsor the three day event.

Organizers mailed more than 2,000 invitations worldwide to companies nearing the manufacturing phase for their products.

Registration for the event will be limited on a first-come basis to between 75 and 100.

The meeting is modeled after a similar series of seminars sponsored by Marshall Contractors in North Carolina.

"The company has a Sunnyvale office and they see this as the smart thing to do," Krack said. "They believe Solano County and the corridor are in a embryonic phase similar to what's happened already on the East Coast."

The group will meet on April 25. A banquet dinner at the Holiday Inn in Fairfield that evening will feature Edward Penhoet, president and chief executive officer of Chiron Corp.

Participants will gather the following day at UCDavis to hear from a variety of development and biotech professionals. Seminar topics for the event will range from how to locate and finance a biotech facility to case studies of individual companies and products.

Organizers also plan a tour of Solano County.

SED Corp. To Push For Global Trade

By: Michael Pulley

The Solano Economic Development Corp. has formed a new committee that plans to work toward attracting and developing international trade activities within the county.

The idea was first kicked about several months ago by former SED Corp. president Norman Repanich. It becomes an official strategy next month when, the economic development organization holds the first meeting of its International Trade Committee on April 12.

Tab French, a vice president of Bank of America, will chair the committee.

The organization's trade strategy is based on a number of factors that make Solano County a natural candidate for international trade activities, said Julie Wagner, SED Corp.'s vice president of membership and finance.

A key plus is the port of Benicia.

Additionally, trade makes sense because of the county's proximity to major rail and trucking routes, including interstates 80, 505, 680 and 780 and Highway 12.

SED Corp. has aligned itself with BAYTRADE, a regional partnership that

promotes international trade circles, especially the Pacific Rim.

International trade is a growing sector of the California economy, helping to create new jobs and bring new dollars into the state.

The county also has some experience in trading activities to build on.

A number of local companies already trade internationally, including Herman Goelitz Candy Co. in Fairfield and Meyer Corp., a Vallejo company that distributes cookware.

SED Corp. will look at expanding trading opportunities for other business sectors, such as the county's agriculture industry.

SED Corp. will make international trade the focus of its upcoming bi-monthly breakfast meeting on April 12. The featured speaker will be Lloyd Day of the California state Trade and Commerce Agency.

The meeting, which begins at 7:30 a.m., will be held at the Holiday Inn in Fairfield. To register, call SED Corp. at 864-1855.

Sedcorp Covets 'Life Sciences Corridor' Tag

By: Charlie Goodyear

Fairfield — In the waning afterglow of biotech giant Genentech's decision to locate a manufacturing plant in Vacaville, development and business professionals are stepping up their efforts to make Solano County a household name.

Their aim is less ambitious than to create an internationally known biotech haven along Interstate 80.

The "Life Sciences Corridor" is at the focus of a soon-to-be published brochure which will be mailed to thousands of prospective tenants across the country and around the world.

"Our goal is to promote the entire corridor, to make the 'Life Sciences Corridor' eventually as well known to the global biotech community as Silicon Valley is to the computer industry," said Jean Krack, vice president of the Solano Economic Development Corp.

Sedcorp, its Life Sciences Committee and Pacific Gas & Electric teamed up to develop the 12-page color brochure, which emphasizes the quality of life and favorable business climate in Solano County.

Solano County needs to stress the "amenity issue" to attract businesses, said Vacaville's economic development manager, Michael Palumbo, who was central to bringing Genentech to the area.

"We are now automatically on the list for people who are looking to locate manufacturing facilities," he said. "But we have yet to achieve the same reputation with regard to companies establishing their headquarters or research and development teams in the county."

For that to happen, Solano County needs to continue providing affordable housing while improving educational and cultural resources, Palumbo said.

Since Genentech's announcement in fall 1994, Palumbo's role has shifted along with the county's status.

As far as marketing goes, you can't do enough of it," he said. "I spent a lot of my time doing direct outreach."

And while biotech firms are still the main target, the county is wooing other high-tech companies.

"You don't want to have all your eggs in one basket," Palumbo said. "You don't know what's going to happen to the basket and you certainly want to diversify your eggs."

"The goal is to provide jobs but you want a variety of them," he said. "A town filled only with biochemists would be pretty strange."

As other commercial centers such as Silicon Valley struggle with pollution, overcrowding and higher business costs, Solano County remains wide open for development.

That potential is what led PG&E to co-sponsor the

Life Sciences brochure.

"We're interested in partnering with local agencies to bring businesses to their communities," said Mary Post, economic development coordinator for PG&E's Sacramento division. "We also lend our expertise in terms of providing utility information."

"Biotech customers use large amounts of energy and water," she said. "They need to know its available and what the cost will be. To that end, the Life Sciences Corridor is ideal, providing abundant resources."

The county's geographical position also makes it a natural and unique draw.

"We're creating our own development plan as we go along," Krack said. "But clearly Solano County fits the profile of other successful communities. We're close to urban centers and excellent universities. We've got plenty of available land and the county is energy rich."

Sedcorp plans an initial mailing of 2,500 brochures to biotech firms with the hope that other high-tech businesses will notice. The mailing is the first in a series of efforts to attract international attention.

Foreign investment isn't out of reach because, unlike other manufacturers, biotech firms don't have to worry about shipping costs.

"These companies can truly locate anywhere in the world and not worry about getting their product to market," Palumbo said.

Sedcorp's Life Sciences Committee, established two years ago to encourage biotech development, continues to identify companies that are close to bringing products to market and thus need to build manufacturing sites.

Already Solano County is experiencing a "cluster" effect, where related companies are interested in relocating to common locations.

"We feel good that a beachland of sorts has been established here," said Mark Shope, Life Sciences Committee chairman. He is an executive with Rudolph and Sletton Inc., a development company. "We're starting to attract notice from Pacific Rim companies. It's beginning to feed on itself."

And with companies such as Chiron, Alza and now Genentech gradually putting Solano County on the map, development officials are ready to take the next step.

"It's been almost a year to put this brochure together," Krack said. "A lot of hard work and commitment has gone into this. This is our chance to emphasize the county, the Life Sciences Corridor, and go global."

SEDCORP Focuses on Future Opportunities for Solano County

By: Gary Falati

Solano Economic Development Corporation (SEDCORP) is at a crossroads. Indeed, the same can easily be said for Solano County, the community it serves. Many choices will be made over the next year that will impact the direction of this region into the next century. In those choices lies the opportunity to steer this county into a position of viability and strength for the long term.

The recent departure of our president of nine years has, understandably, caused the organization to be cast in the light of scrutiny. Through his leadership, Norman Repanich built a strong foundation for SEDCORP, and that will be his lasting legacy. It is from this foundation that the organization will now rise to meet the challenges of the 90's and beyond.

"The Life Sciences Corridor"

SEDCORP is keeping its marketing efforts focused and efficient.

First, Solano County is ideally positioned to take advantage of the booming life sciences industry. To that end, SEDCORP has gathered expertise from our membership ranks into our Life Sciences Committee. This committee is actively marketing our "Life Sciences Corridor," namely the Interstate 80 corridor, to biotechnology companies internationally. The committee's efforts are starting to pay off, and we are confident that the decisions by Genentech and Chiron to locate major manufacturing facilities here, as well as Alza's recent expansion, are the first indicators of many such opportunities.

The Life Sciences Committee is in the final stages of producing a 12-page full-color brochure entitled "The Life Sciences Corridor" that touts the many assets and advantages of this region. Additionally, SEDCORP staff and members will participate in and support events directed at the life sciences industry - such as Gene Acres and BIO - to maintain the impact and consistency of the Solano County message.

Pursuing international trade

Second, the success of the Life Sciences Committee has encouraged us to look at other growth industries that would be receptive to a targeted marketing effort. One of these is international trade. We have tremendous assets in Benicia Port, Benicia Industrial Park, our transportation infrastructure, and our proximity to the emerging international marketplace.

SEDCORP is evaluating ways to help

increase the number of local jobs in international trade, such as becoming a resource to local companies exploring international markets for their products and/or services. Additionally, we will further explore import/export opportunities at our Solano Summit V conference in the fall.

International trade is expected to experience tremendous gains in the next century, and SEDCORP is moving to harness a percentage of that growth for the local economy.

The value of membership

We are also making a commitment to refocus efforts on our lifeblood; our members. It is only through the financial support of our membership that we can effectively market this region, and our newly revised membership committee is dedicated to providing high value for the membership dollar. Member services such as the popular bimonthly breakfasts, quarterly newsletters and networking opportunities will continue.

The single most important message we want to get out to our members and potential members, however, is that *economic development is a long-term proposition*. Membership dollars enable SEDCORP to proactively market this county to the appropriate constituents.

Our goal is to increase the overall effect of broadening the market of consumers for our members' products and services. That is the main benefit we can offer to our members.

Ensuring the best possible growth

The SEDCORP board of directors is committed to the mission of the organization. We believe that SEDCORP is an indispensable entity to aggressively market this region and pursue opportunities for quality development. The times in which we live require precise, impressive efforts, and we are moving forward to carry the news about Solano County into the appropriate industries, regions and forums.

All predications indicate that growth is coming. We want to ensure that the growth will happen in the best possible way for the future of Solano County.

Gary Falati, former mayor of Fairfield and owner of State Farm Insurance- Gary Falati of Fairfield, was recently re-elected chairman of the board of SEDCORP; 707-864-1855.

Creativity is Key to Luring, Keeping Jobs

By: Mara Der Hovanesian

Economic development in the age of global competitiveness is somewhat of a high-stakes art form. With big businesses fleeing California for less costly pastures, government has had to master creative deal-making to keep and attract jobs.

According to Ian Cameron - senior real estate manager for Arthur Anderson & Co. and point man for Genentech's \$150 million plant site selection - the evolution was a matter of survival. From the inside, his view is that communities making the deals are the ones who do their homework.

In addition to flexibility, a cooperative spirit among all levels of government and an understanding of the approval process, communities must be armed with intimate knowledge about a company's product, market and overall industry.

"When it's done right it can have a real impact on a company's decisions and a source of competitive advantage," said Cameron. "The ability of cities, counties and the state to pull out all stops is key to business retention."

Cameron will speak at the Solano Economic Development Corp.'s bimonthly membership breakfast on Thursday at the Fairfield Holiday Inn. His topic will be "How Companies Make Relocation Decisions."

According to a 1994 study in Area Development magazine, highway accessibility and costs, availability of skilled labor and state and local incentives are the top five reasons companies choose to locate in an area. Quality of life issues, like housing affordability and educational systems are also key.

But perhaps the most important element driving a company's relocation or expansion is its geographic market, distribution and related costs.

"If you've got half your customers offshore and half in the U.S. you have to look at the cost side, at things like the impact on the international tax structure, the difference in pricing abroad," he explained. Cameron works in Arthur Anderson's San Francisco office in real estate asset management, business planning, investment and financial analysis, and market research. He has a master's in economic geography from the University of Edinburgh, Scotland and a master's in regional science from the University of Pennsylvania.

Registration starts at 7 a.m. Breakfast begins at 7:30. Cost is \$20 for pre-registered members, \$25 for pre-registered non-members and \$30 at the door. For more information or to register, call 864-1855.

Experts: Solano's Economic Future Bright

By: Charlie Goodyear

Fairfield - Despite the impending closure of Mare Island Naval Shipyard, residents of Solano County should look forward to brighter economic times in the next few years, local real estate and business professionals said.

The county's Private Industry Council, a non-profit group dedicated to job and wages growth, hosted a strategic planning forum Wednesday that included analysts and specialists from a variety of industries.

Forum participants agreed that Solano's reputation as a haven for biotechnology and affordable housing will continue to mean moderate economic growth for the county.

"For this area we are anticipating moderate growth due to newly emerging technologies such as multimedia and biotechnology. Although the Mare Island closing will have significant impact, expansion at Travis Air Force Base will provide some counter-balance. And the northern part of the county may also experience some growth due to overflow from the Sacramento area," said Eric Caindec, senior analyst for the Association of Bay Area Governments.

The county's personal income per capita should rise by 1.5 percent this year, according to ABAG projections.

"This increase is not nearly as robust as what we saw in the mid 1980s," Caindec said.

Figures from the Solano Economic Development Corporation also show only modest gains for 1995-96, but predict sustained growth into the new century.

"While this year might be down, I think we're poised for long-term expansion through 2010.

We are expecting 63 percent in job growth, about 47,000 jobs with a 61 percent growth in population, about 210,000 people (in the next 15 years)," SEDCORP Vice President Jean Krack said.

And despite feeling the pinch of unemployment, Solano County ranks 15th or 16th out of 58 California counties in joblessness, Krack added. Unemployment for the county was 6.3 percent in December.

What does all this mean for city planners, employers and job seekers?

With 10,000 new homes planned for Fairfield, Vacaville and Rio Vista, people will continue to move into the area, attracted by low home prices, providing a larger tax base and the demand for a retail economy.

At the same time cities like Vacaville have proven that cheap land combined with a streamlined permit and approval process will continue to attract companies looking to build new production facilities, like Genentech.

Biotech companies may also make use of skilled workers such as those at Mare Island. And there will be a rising demand for health care workers and providers, especially in the private sector, according to Brett Johnson, president of the NorthBay Healthcare Foundation.

"With hospital occupancy rates low, there's a trend away from registered nurses to other trained health care providers from the private sector," Johnson said.

The PIC will continue to hold meetings throughout the next several months to identify employer needs and develop a long-term job training program.

Industry Outlook Upbeat for 1995

By: Charlie Goodyear

Fairfield - Real estate professionals are forecasting an improved year for Solano County in 1995, expecting property prices to rise and businesses to relocate from expensive cities, such as San Francisco, to Solano County and other suburban areas.

According to Oakland-based Grubb & Ellis' 1995 report, Fairfield and Vacaville in particular are poised for an influx of homeowners and commercial tenants.

While the report predicts software companies will dominate throughout the Bay Area, Vacaville's growing reputation as a biotech haven will continue.

"The Vacaville area has developed critical mass. There are now enough employers to sustain growth. And the city has developed an efficient system that allows companies to relocate with a minimum of delay," said Ed Del Beccaro, who oversees Contra Costa, Solano and Napa counties for Grubb & Ellis.

Fairfield is also primed for future development.

Fairfield has all the right things, although a lingering recession has had some effect. This has been negative for some developers who have seen a glut of homes in the area combined with high interest rates," Del Beccaro said.

"But housing will be a driving factor as people discover they can buy homes or under \$200,000. Retail outlet growth will follow and employers will move back to the area as more people become attracted to Solano County's low costs," he explained.

Other cities around the county and region will see a dominance of software companies, replacing biotech firms in numbers and growth.

"Software has definitely been the leader of those two. Biotech is difficult to expand because of the enormous cost to move, which some cities are unwilling to shoulder. And another problem with biotech is the tremendous amount of front-end expense in developing a product without knowing if the government will approve it," said Rich Larsen, who studies the Interstate 80 corridor for Grubb & Ellis.

David Gollaher, president of the California Healthcare Institute, agreed but observed that the two industries are fundamentally different in their business approaches.

"1994 was a slower year for biotech. But you're talking about two very different fields. Software companies manufacture a product in a matter of months and that product may become obsolete in just as much time. Biotech companies take years of development to bring a product to market," he noted.

Laura Leber, Genentech's director of communications, said the South San Francisco-based company is confident with their decision last fall to locate a facility in Vacaville.

"There are now several companies in that area and we are happy to be among them," she said.

Del Beccaro said Fairfield and Vacaville residents should be patient but can bet on better times ahead.

"San Francisco will still be a central location for business but it won't be able to sustain a low customer and low commercial cost. That... will have a direct affect on surrounding areas," he added. "And in every scenario we see nothing but success for the Fairfield/Vacaville area during the next two to five years."

REPORTER

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Showing off Solano

Countywide promotion day is a shrewd idea

Solano County prides itself in being a diverse collection of cities, each with its own special attribute and ambience. There are two cities by the bay, a farming community, a river town, and three cities in between.

Disparate as they may be, they have much more in common than they do in contrast. A regional economy is one of those affinities.

Why not, then, come together to bolster the regional economy as a whole by promoting the diverse attributes of cities individually? Why not fuse economic development efforts next year to create some marketing strength in numbers?

Informal talks are under way already to merge promotion efforts of Solano's seven cities into a single event to showcase the attraction and the potential our county has for new businesses. An economic development day that brings all cities together under one roof would be a powerful pitch to those whose job it is to find new homes to expanding industries and employers from Sacramento to the Bay Area — and beyond.

Vacaville has its VIP Day. Fairfield sponsors a Venture Day. There is Discover Dixon Day. Benicia and Vallejo have similar promotional events designed to sell themselves to potential new employers.

So why not combine talent and resources?

Cities would still be touting their own merit, but doing so in a collective effort.

Under the umbrella of the countywide Solano Economic Development Corp., a Solano showcase day would provide site finders, real estate brokers, decision makers and business leaders outside this region with a one-day, one-stop shopping experience. Solano

County: See it all in one place, at one time.

Cities would still be touting their own merit, but doing so in a collective effort. Development-related private businesses, which underwrite the costs of these promotional events, could consolidate their financial support in a single event, saving them money. And serious brokers and expansion consultants would be able to save time and energy by seeing it all in one trip here.

It makes sense. Cities, SED Corp. and local business leaders should actively pursue a unified effort in 1995.

Healthy announcement



Dr. Richard Holmes, physician-in-charge for Kaiser's Vacaville Medical Offices, unveils the group's \$112 million facility.

Kaiser to build Vacaville medical complex

By Mara Der Hovanesian
Staff Writer

Kaiser Permanente's pledge to build a \$112 million medical complex on Wednesday topped off a shining week for Vacaville.

The announcement came on the heels of Genentech's commitment to the city on Monday for its \$150 million bioscience plant.

The two facilities will be built side-by-side in the Vaca Valley Business Park between Interstates 80 and 505.

"This facility will be state-of-the-art. It will be the way health care will look for the next century," said Vivian Rittenhouse, Kaiser vice president and area manager. "Vacaville is growing, and we want to be part of that growth."

The complex — designed as an outpatient primary care facility — will house physicians with a broad spectrum of specialties, including allergy, dermatology, orthopedics, physical therapy and pediatrics. Optical sales and a pharmacy also will be housed there.

As the area membership base grows, Kaiser plans to add cardiology,



Solano County Supervisor Bill Carroll applauds Kaiser's Vacaville plans.

oncology and home health offices to its list of services.

Wednesday's announcement came after six years of planning that began with a sketch for a 106-bed hospital and medical office center in Lagoon Valley. But because Bank of Amer-

ica — which owns adjacent property — put construction plans in limbo and the prohibitive infrastructure costs of going it alone, Kaiser set sights on the industrial park.

Plans stalled again earlier this year when Kaiser said it would revamp its expansion in response to dramatic changes in health care, including the trend of shifting care from the hospital to the outpatient setting. In its Vallejo facility alone, inpatient care has declined by 15 percent since January.

"The thing that drove this decision was not limited to Kaiser," said Richard Holmes, the physician-in-charge for Vacaville. "It is a disappointment for me and the staff and members of the community (not to build a hospital). ... There has been an evolution in health care that has become a revolution in the last couple of years. It is part of an acute need to decrease costs and bed utilization."

Mayor David Fleming added that if Kaiser had built the Lagoon Valley hospital, it would have been a "huge albatross" around its neck.

"They were open to change and

See Kaiser, Back Page

Kaiser ...

Continued from Page 1A

had the structure in place to make those changes," he said.

Phase I of the Vacaville medical offices, pegged at a cost of \$112 million above and beyond the cost of land, includes construction of the 168,000-square-foot medical office building scheduled to open in September 1996. The facility will house 114 physicians and health-care workers providing primary care, specialty and support services.

The complex also will include a 17,000-square-foot central plant to house heating, cooling and telephone systems and security. It will be built by June 1996.

The center will also house an expanded psychiatric unit with a staff of 20 or more, a service that Holmes said is "not represented" in the area.

Urgent care services at night and on the weekends will also be offered in the Vacaville facility.

Kaiser will also build a 90,000-square-foot ancillary building during Phase I. It will open by February 1997. That building will include laboratories, radiology, ambulatory surgery, a medical library and respiratory therapy departments. The building could be integrated into a hospital if the need for inpatient services increases.

Kaiser has pegged the rough cut of full-time and part-time employees at 400, though the HMO has not determined how

66

This facility will be state-of-the-art. It will be the way health care will look for the next century. Vacaville is growing, and we want to be part of that growth.

Vivian Rittenhouse

99

many of those workers will transfer from other facilities.

Future build out on the 50 acres Kaiser purchased last year at the northeastern portion of Vaca Valley Business Park and Vaca Valley Parkway, will include the expansion of the medical offices to include another 72 provider offices; labor, recovery and post-partum services; and, eventually, a full-service hospital.

Oakland-based Kaiser Permanente has 2.4 million members in Northern California — 35,380 in Vacaville and 44,900 in Fairfield — served by 15 medical centers, 29 medical offices, more than 27,000 employees and 3,650 physicians. Nationally, Kaiser has more than 6.6 million members.



Riding the wave

Senior surfers shake off stereotypes in film documentary

Prime Time

Tuesday



Campus romance

High School romance remains pretty basic despite '90s look

Page 1C

November 1,
1994
35 Cents

REPORTER

Basking in biotech bliss



“
*Vacaville is
the kind of
place that can
win the
competition.*

Pete Wilson

”

Reporter photos
Rick Roach

City welcomes Genentech as new era dawns

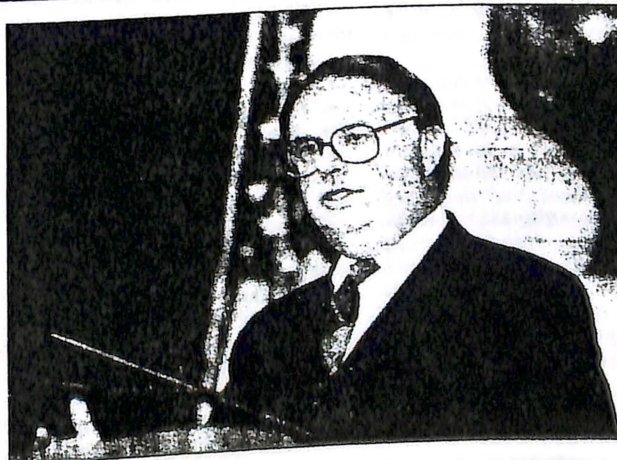
By Mara Der Hovanesian
Staff Writer

Vacaville's red carpet was stretched out to greet Genentech on Monday in a star-studded welcome marked by champagne, DNA balloon sculptures and bipartisan cheerleading on all levels.

The feel-good ceremony, held in the Performing Arts Theater, was highlighted by Genentech Chief Executive Officer Kirk Raab, Gov. Pete Wilson and Assembly Speaker Willie Brown, all of whom said it heralds a change in the California business climate.

Following a standing ovation from 350 invited guests, Raab said the choice to expand in Vacaville consummated a year-long search that at one time included 50

■ See Genentech, Page 2A



Gov. Pete Wilson (top) and Genentech CEO G. Kirk Raab extoll Vacaville's efforts to snare the biotech firm and the future of bio-engineered drugs as they address a crowd of 350 guests at the Performing Arts Center on Monday. Related photos, stories, Pages 2A-3A.

A tempting incentive package

By Mara Der Hovanesian
Staff Writer

Biotechnology is risky business. And Vacaville, in its new role as partner with industry leader Genentech, will be a gambling partner.

The winning, wooing proposal, reportedly worth about \$5 million to Genentech, is the city's largest incentive package and the first to be accepted by an industrial tenant. Vacaville will forgo some tax income for about three years to assist the company during its expensive start-up period.

All the while, new drugs tar-

■ See Tempting, Back Page

Genentech is coming to town



Carlos Gonzalez/The Reporter

Gov. Pete Wilson (right) huddles with Assembly Speaker Willie Brown during Monday's celebration of Genentech's announcement.

Genentech opens biotech future ...

■ Continued from Page 1A
sites across the nation and in Europe.

Raab said there was a "clear message" that Vacaville wanted to see the company here. The \$150 million manufacturing plant is the result of bipartisan toil to hammer out an incentive package that would seal the deal. Tax credits and deferred fees made the bottom line work.

"We looked hard and long ... Vacaville has already positioned itself with a strong base in biotech," he said. "We will advance that even more."

What may have been the deciding factor, however, were some non-economic ingredients. "Our single greatest asset goes home every night in tennis shoes," Raab said of his work force. He was convinced that Vacaville was a community with a spirit and verve which his workers would savor.

In a 12-minute video produced especially for Monday's

announcement ceremony, company officials praised City Hall officials and the friendly environment in the city.

Raab said growth of the Vacaville factory could match the expansion its South San Francisco headquarters experienced. It began with three buildings 15 years ago and has since grown to occupy almost 20 with more than 2,600 employees.

The Vacaville facility is expected to employ about 300 when fully operational. The company, which is negotiating to buy 100 acres from Chevron Land and Development Co. near interstates 80 and 505, said future investment in Vacaville could reach \$900 million and jobs could top 1,500.

The plant will produce pharmaceuticals developed by Genentech scientists for significant unmet medical needs, such as the treatment of breast cancer, asthma, and allergies.

"This investment, this firm, these jobs. They say something

about California," said Wilson. "The plant proves that California cannot only be the place where technology is invented and developed, but manufactured as well. This is clearly not (Vacaville's) first effort. That says worlds about what this community thinks ... Vacaville is the kind of place that can win the competition."

Wilson pointed to changes in tax laws that made Genentech's decision to stay in California easier. The firm will take advantage of a recently enacted investment tax credit on the purchase and leasing of manufacturing equipment and the permanent extension of the research and development tax credit.

"We need to reward, not punish the type of long-term commitment that is required in this industry," said Wilson.

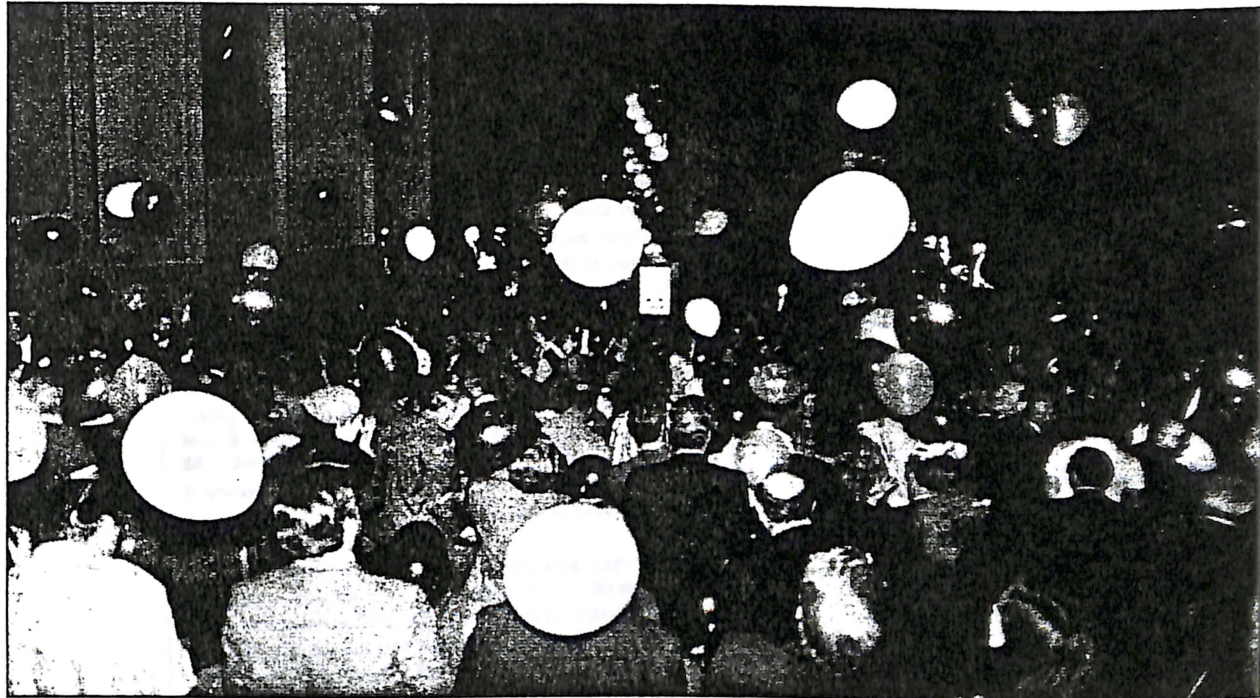
Rep. Vic Fazio, Assemblyman Tom Hannigan, Assemblyman Johan Klehs, state Sen. Maurice Johannessen, Vacaville Mayor David Fleming,

University of California, Davis, Chancellor Larry Vanderhoef and Pacific Gas & Electric Co. vice president Norm Bryan shared the stage with the governor and Raab.

"I am so proud of Vacaville. They were so well prepared and ready to accept the future," said Fazio.

The Democratic congressman pledged to push through a \$3.2 million federal grant that will help finish infrastructure in Vacaville's business parks, a move that could spur further biotech development. Fazio said "he anticipates final approval before groundbreaking, which is scheduled in about a year."

"We were able to go against some major players and keep Solano County in the mix," said Norman Repanich, president of the Solano Economic Development Corp. "We went through some very dim times to make this happen. I'm excited. It's a dream that I've had for seven years."



Rick Roach/The Reporter

Balloons drop from the ceiling as some 350 invited guests applaud the announcement of Genentech's arrival in Vacaville on Monday.

Tempting incentive package pays off ...

■ Continued from Page 1A

geted for mass production in Vacaville will still be undergoing clinical trials. And there is no guarantee they will be blessed by the U.S. Food and Drug Administration.

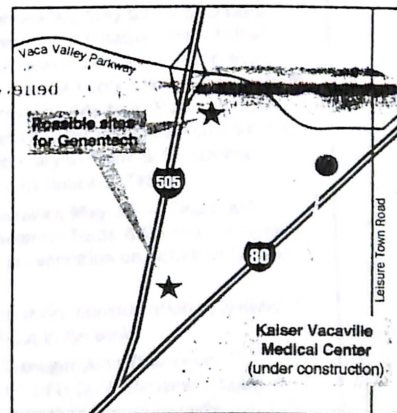
"We were in the position of bargaining on an international basis. We, along with the state and federal government had to guarantee they would stay in the United States, in California and ultimately come to Vacaville," said Mayor David Fleming. "We looked very carefully at the proposal to see if we could afford it. And yes, we can afford it."

Because of Genentech's proven track record, the toss of the dice seems to have an assured payoff. Of the 25 bio-engineered drugs on the market today, 10 are the brainchild of Genentech scientists. And with inevitable spinoffs and supplier companies which are expected to expand the local job and tax base, the city knew it had a pat hand.

"There will be a short-term loss for a long-term gain. You are talking about a process that has some risk, but you don't invest \$150 million without reasonable assurance that you will have something in the end," said Rep. Vic Fazio. "Getting the city in the mode to cooperate and put out the up-front investment puts them in a position to gain over many decades."

The city, without any idea of what competing cities or states were offering, put together a package that includes a maximum of \$4 million in property tax rebates, about \$1.4 million toward paying development impact fees, 100 percent of permit processing costs or about \$200,000, and another \$200,000 worth of sewer and water costs. Solano Irrigation District also agreed to provide the company with up to 800 acre feet of raw water, saving Genentech "millions of dollars" in water connection fees.

"Don't assume this is a sudden awakening. We've been working on this for a long time, but I think it's fair to say this marks a new day. I think this is a model for how economic development will be done in the future," said City Manager John Thompson.



Gov. Pete Wilson added that though the state's "Red Teams"—teams assigned to assist companies with relocation or expansion plans—are key in the negotiating process, it is city-designed packages that make or break a deal.

"Red Teams have been undermined because of city staff. This is a highly sought after company. They could have had any city," he said. "(Vacaville) made it their business to be distinctly hospitable."

West Sacramento, runner-up to Vacaville, also offered Genentech a \$5.1 million package, the "strongest" it had offered in history to an industrial user. West Sacramento offered to pay for 35 acres of land out of 100 at a cost of \$3.8 million, proposed to pay development impact fees of \$127,000, all of the permitting fees or about \$756,000 and the assessments on public improvements to the Riverside Center for five years or \$394,000.

"This was an exceptional industrial user," said Val Toppenberg, director of Redevelopment and Housing in West Sacramento. "We knew that the competition was going to be strong. I certainly congratulate Vacaville. It's to their credit they were able to attract a company like Genentech."

Business leaders and government officials appeared to be in agreement that in order to be competitive, these types of packages would become more commonplace in the future.

"If we don't wake up to what Texas, Nevada and Arizona are doing, we are going to lose companies many times over. It's simply good business," said Supervisor Skip Thomson.

Thomson called the \$750,000 property tax abatement granted by the county "small compared to the big picture." He said it signaled that the county is willing to get involved in ventures like Genentech.

"You have to look at costs and benefits very closely," he said. "I think it's a good start and it sends a message to other businesses to look at Solano County."

Initially the city, under the direction of City Attorney Charles Lamoree, argued with the county assessor that it should reduce the value of the property assessment, thereby reducing property taxes for the company until the facility is licensed by the FDA. The arrangement resembles what other California cities have done for the construction of nuclear power plants.

Though the assessor eventually agreed, city staff suspects that a competing city tipped off the State Board of Equalization which disagreed with the reduced assessment strategy.

"I believe I was correct in property assessment law in California," said Lamoree. "It still may be up for discussion."

Economic Development Manager Michael Palombo noted that the discussion at Tuesday's announcement by various politicians hinted at new legislation, possibly something authored specifically for biotech companies to offer financial relief during start-up phases.

"We would still like the state to adopt that policy," he said. "I believe it would be very productive in keeping facilities in the state. It's a huge risk and it seems unfair for them to pay based on government restrictions. When you take the dollar risk out... more likely they are to build a plant in this state."

How the deal was done

Here is the chronology of events that led to Monday's announcement:

Wednesday, Jan. 26 — Initial contact by consulting firm, requesting local demographic information.

Friday, March 11 — Consulting firm, Arthur Anderson & Co., contacts SED Corp. requesting specific site information. Criteria included community receptive to biopharmaceutical industry, 50 to 100 acres of affordable land, high-capacity water and sewer, fast-track permitting, property ready to build by end of 1994, completed EIR, proximity to university.

Friday, March 11 through Monday,

May 2 — Daily contact between Arthur Anderson & Co. and SED Corp. regarding site information and details.

Monday, May 2 — Company identified as Genentech.

Tuesday, May 3 — Principals sign letters to keep talks secret.

Thursday, May 5 — SED Corp. receives letter from Arthur Anderson & Co. identifying five Solano County finalists for sites. Additionally, SED Corp. requested to complete detailed site profiles and answer extensive questions with regards to each site. For example: "Indicate on a map,

"I never felt we had anything in the sack. If anything at all, we were coming from behind."

— Norman Repanich, SED Corp.

major land uses within a 10-mile radius of the property for sale. Specify agricultural, residential, commercial, office, heavy industrial and light industrial uses and existing and planned school locations." Responses were due in four days.

Wednesday, May 11 — SED Corp. takes representatives from Arthur Anderson & Co., state Trade and Commerce Agency, and Genentech on a morning site tour. That afternoon, parties meet with Julie Meier-Wright, secretary of Trade & Commerce. Project dubbed "Zebra."

Thursday, May 19 — Tina Frank, California Trade & Commerce Agency

regional director, makes presentation on behalf of Solano County to Genentech.

Monday, May 23 — Sites under consideration in Solano County reduced to two, both in Vacaville.

Monday, June 6 — City Manager John Thompson establishes "Zebra Team." SED Corp. remains a team member and turns project control over to the city.

Monday, June 6 through Friday, June 17 — Zebra Team meets daily. SED Corp. discusses financial assistance from Economic Development Administration, U.S. Department of Commerce, and other sources.

Friday, June 17 — Vacaville proposal submitted to Genentech, two days ahead of schedule.

Friday, July 22 through Friday, July 27 — SED Corp. provides area economic history and economic impact of Mare Island base closure on the city of Vacaville for federal grant application.

Thursday, July 28 — Local officials meet with Commerce officials to review the grant.

September — Genentech directors decide to focus on three sites in Northern California.

Thursday, October 27 — Genentech Board of Directors chooses Vacaville site.

Monday, Oct. 31 — Genentech announces the manufacturing facility in Vacaville.

"I have never witnessed in my two decades of public service a more cooperative, collaborative venture."

— Gary Falati, SED Corp.

"Without being ready to respond quickly, we wouldn't have been in the running at all."

— John Thompson, City Manager

Genentech applauds choice

Vacaville, state had the 'right incentives' to draw company

By Mark Cohen
of the Daily Republic

VACAVILLE — "That feels wonderful."

Genentech President and Chief Executive Officer G. Kirk Raab's response to a standing ovation from hundreds of officials and business people here Monday summed up the general mood.

Packed into Vacaville's Ulatis Cultural Center Theater to hear Raab commit his company to building a major biotechnology manufacturing center in town, the crowd was happy to stand and show its appreciation.

A standing ovation was also in store for Gov. Pete Wilson, who said the day was "truly a day of celebration."

Wilson called for legislation to create a tax credit for technology companies. Such a tax credit would help ensure that California would not only be home to great inventions, but also the site of their manufacture, he said.

Rep. Vic Fazio said Solano County could become "the new Silicon Valley for biotech," and Assemblyman Tom Hannigan said Genentech's Vacaville project was the "single largest biotech project in the United States."

But it was Raab, preceding the governor, Willie Brown, Fazio, Hannigan and other elected officials as first guest speaker, who



Daily Republic/MARK PYNES

Gov. Pete Wilson received a standing ovation when he said the day was "truly a day of celebration."

had the power to issue compliments, review the long odds Vacaville beat to win the project and draw gasps from audience members when he handed the city's school a \$50,000 check.

Due to Genentech Inc.'s growth and its desire to limit its earthquake risk, the company needed a new facility. But it had to be in a town where the drug-maker could forge "excellent relationships" with officials and "grow and grow and grow," Raab said from the ballooned stage.

"Vacaville has demonstrated it is just that sort of place," he said.

Genentech wanted to be in a city that had a good quality of life, low land costs, affordable housing, experience working with biotech companies and proximity to company headquarters in South San Francisco.

"Vacaville shone in all these areas," Raab said.

The manufacturing facility will begin with a \$150 million plant employing 350, about 275 of which will be new positions. Over time

Vacaville could see about \$1 billion worth of investment. New job totals could reach as high as 1,500.

"It's going to be our number one commercial products facility," Jim Panek, Genentech's vice president of engineering and facilities, explained in an interview after the staged presentation.

He expected a groundbreaking on 20 acres at Vaca Valley Business Park in mid-1995, with licensing of the plant to follow several

Please see Genentech, Back Page

Genentech boon to Fleming campaign

By Ian Thompson
of the Daily Republic

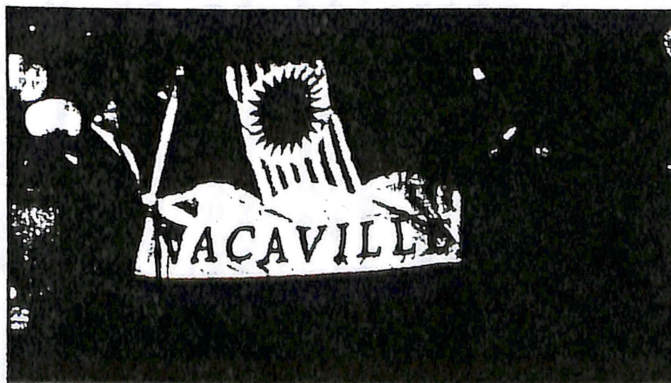
VACAVILLE — Genentech's announcement Monday will help Mayor David Fleming fend off challenger Lou Franchimon's charge that Fleming isn't bringing enough good jobs to Vacaville.

"This should put to rest the question of whether I can bring jobs to Vacaville," Fleming said Monday afternoon. "This is a confirmation of the city and its staff being pro-active."

Franchimon said the Genentech news is "a definite plus," and noted that as a Vacaville planning commissioner he also worked on bringing the plant to Vacaville.

But "this is also a definite plus for Dave," Franchimon admitted.

Creating high-paying jobs in Vacaville is a central plank in



Daily Republic/MARK PYNES

The announcement may help Mayor David Fleming, left, in the election.

Franchimon's platform. He said Vacaville has leaned too long on retailers that pay sales taxes to the city but low wages to employees.

Fleming said Monday's news, coming eight days before the election, was "fortuitous." Genentech's decision could have easily come

after Election Day, Fleming said.

Some candidates found the timing of the Genentech announcement a little too pat to be coincidental.

"I don't know for sure and I can't say, but it's a possibility," Franchimon said.

City Council candidate Pat Rossacci said he "smells a rat" in the announcement's timing.

He doubted the culprit is Fleming, whom he called "honest as dirt," but does suspect city employees involved in the negotiations.

Nevertheless, landing Genentech will not employ all of Vacaville, Franchimon said. The city needs to accelerate its aggressive public relations campaign to bring more industry in.

City Council incumbents Ernest Kimme and Pauline Clancy

Please see Fleming, Back Page

Genentech

From Page One

years later in 1998. The company will buy 100 acres there.

Until manufacturing hiring can begin in 1998, the region's economy should get a boost from about 1,000 construction jobs, said Marty Glick, Genentech's vice president and treasurer.

Today, virtually all of Genentech's operations are in one complex in South San Francisco. All sit on an earthquake fault.

Vacaville triumphed over many other states and sites in Europe that bid for the project, Raab added.

It was not a victory he was sure California could pull off.

"I was a little suspicious (the project) wouldn't happen in California. I was absolutely wrong," he said.

California came through with a \$10 million job training grant and other incentives, Raab explained.

But he saved his greatest compliments for Vacaville, which he seemed to respect for its professional management and admire for its quality of life.

As a sign of that respect — and in a "hint" as to what kind of corporate neighbor Genentech plans to be — Raab presented Vacaville Unified School District school board president Denise Allen with a \$50,000 check.

A mild tremor went through the crowd when Raab cited the figure, as people in the audience

actually gasped at the sum.

As Allen left the stage with the check, she had her hand over her heart. She looked startled and ecstatic.

The money will buy computers so the district's biology teachers can link into Access Excellence, a Genentech program that connects the nation's biology teachers.

Drug therapies to treat asthma, breast cancer and arthritis are slated for production in the Vacaville plant, expected to be about 230,000 square feet.

While there is always a substantial risk that the Food and Drug Administration will not approve some of the drugs, Genentech is confident that at least one will be approved, Panek said.

"You can't have an 80 to 90 percent chance of approval, Glick said. Instead, biotech companies have to settle for a 40 to 50 percent chance.

But unlike the long regulatory approval process, one benefit of Genentech's decision to build in Vacaville will be immediate.

"People will blink and say, 'Why California?' I expect my phone to start ringing," Glick said.

Another likely question will be "Why Vacaville?," he said.

If Raab's speech is any indication, Genentech will be very willing to praise the city to all askers.

Fleming

From Page One

applauded the Genentech announcement. So did their five challengers, even though the news could help the incumbents most.

"It is a great positive for Vacaville," council candidate Robert Fracchia said. "If it bodes well for the incumbents, I congratulate them."

Fracchia said Vacaville should support existing businesses the same way it supports new ones.

Rossacci congratulated the dealmakers, but said "this is what we should have been doing five years ago" for other industrial businesses.

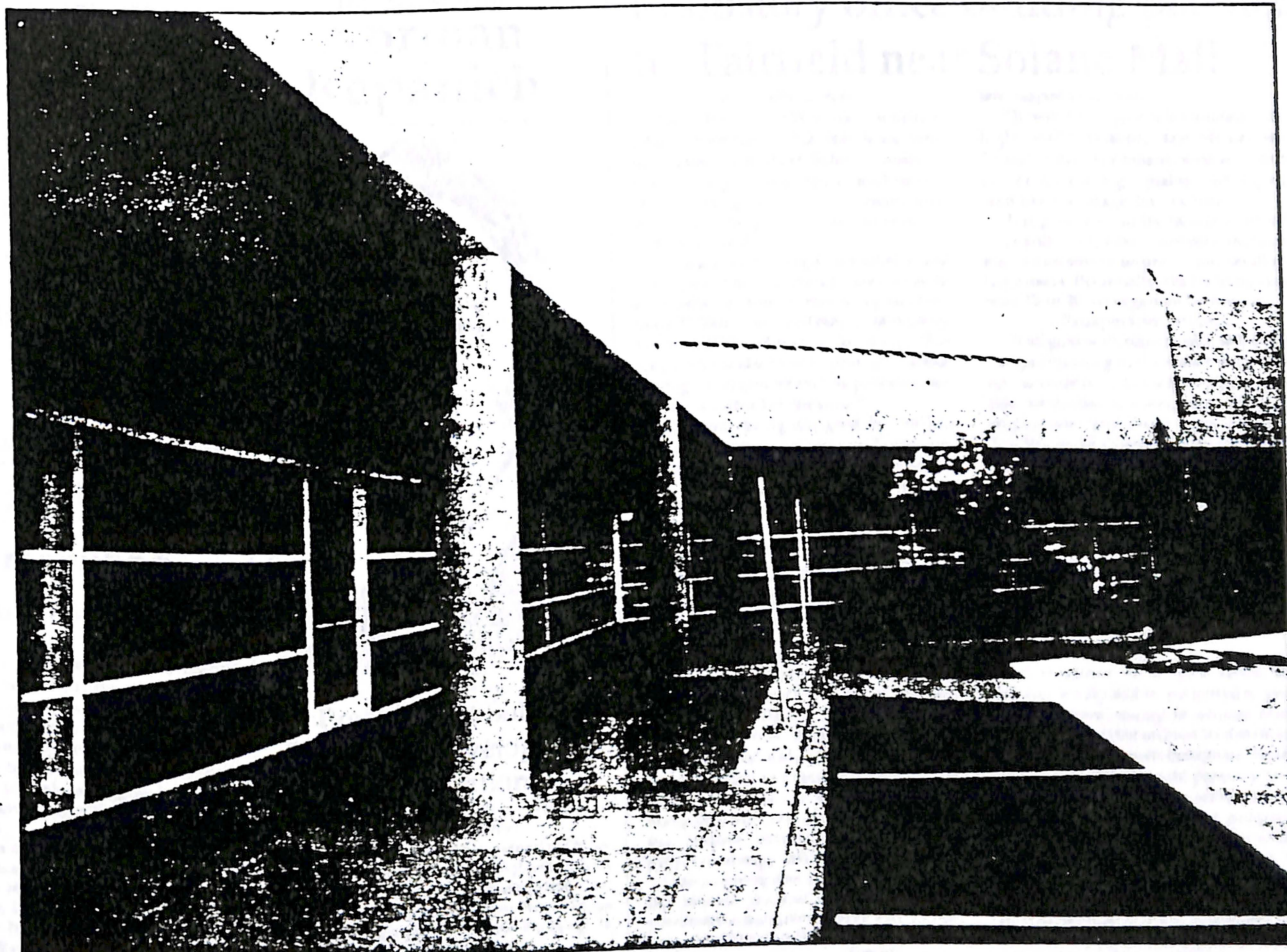
Garland Porter, another candidate, called Genentech "a very good start to where we should be."

Porter and Clancy doubted the news would change many votes in the City Council race.

Porter said too many other issues, such as growth and public safety, will decide votes. Clancy said too many hard feelings and personal grievances against present city leaders have hardened voters.

Business

Scandinavia moves to Vacaville



Cliff Pollard/The Reporter

Interline — parent corporation of Scandinavian Design — has purchased the beleaguered Vacaville Home Center.

Retail complex gets new owner, tenant

By Mara Der Hovanesian
Staff Writer

The sale of the Vacaville Home Center to Scandinavian Design furniture store owner Erling Eide, signals a revival for the retail furnishings complex which has never been 100 percent occupied since it was built four years ago.

Eide — who owns Petaluma-based Interline, the parent company of Scandinavian Designs — declined to return phone calls, but is expected to take over the beleaguered center and bring his sleek and functional product line to Vacaville before Christmas.

The move will fill up the center, occupied partially by Thomasville Furnishings, which was built in 1990.

Erling's \$1.571,000 bid for the prop-

erty also shows renewed optimism in the area's home furnishings market.

"The center has had a rocky road from the beginning," said broker Bill Campton of JHL Commercial & Investment Properties in Fairfield. "This will definitely draw more cars in the parking lot and help everybody. The two uses should mix and match perfectly with middle and top of the line products."

Troubles began for the 37,100-square-foot Vacaville Home Center when The Bedroom home furnishings chain went bankrupt and backed out of being its 7,500-square-foot anchor tenant.

It was to be the first occupant of the building at 266 Bella Vista Ave. which couldn't lure in another tenant until last November when Thomasville leased roughly 20,000 square feet for its line of deluxe, custom-

made products which range from 18th-century cherry and mahogany designs, including French provincial and transitional styles, to contemporary and casual country designs.

Napa Valley Bank, which foreclosed on the developers — R. D. Reynolds Co., a joint venture partner with R. Associates Inc. Real Estate Co. of San Francisco who purchased the property in July 1991 — has been looking to unload the property from its portfolio for about two years.

Interline runs seven Scandinavian Design stores in Northern California. The company also operates stores in the Northwest under the name of Dania and stores in Southern California under the name of Plummers. Two Dania stores operate in Chicago and Denver.

The privately held company does not release sales figures.

The Business Journal

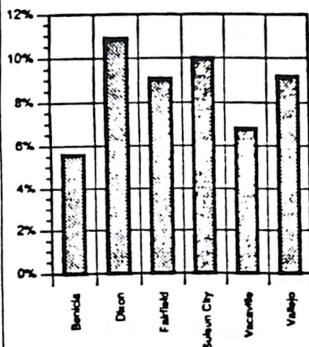
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Volume 2, Number 8

Serving Solano and Napa counties

October 1994

Unemployment Rate Solano County



Benicia's unemployment rate in July 1994 was 5.6%, lowest of all Solano County cities.
Source: Employment Development Department

U.S. Army to open new recruiting station in Vacaville

BY LAUREN KEYSON

VACAVILLE - With the end of the cold war and the downsizing of our nation's military, many people believe that the United States Army is no longer seeking new recruits. Not true. Furthermore, this erroneous belief has created the need for the Army to make an aggressive push to sign up recruits, ages 17 to 34, to fill entry-level slots.

As part of this push, the Army plans in October to open three new recruiting stations and reopen five others in northern California, including one in Vacaville at a site still to be determined.

Recruits still needed

"Because of the Base Closure & Realignment Act of 1991, people got the impression that we were reducing the force by not recruiting anybody," says Gil Hogue, advertising and public affairs chief for the United States Army Recruiting Battalion in Sacramento. "But the relative numbers of new recruits that were cut were really fairly small. Most of the cuts were out of middle management - from staff and master sergeants to the officers, especially captains to lieutenant colonels."

"We still have to keep an inflow of recruits. We need to get people who can start at entry level and work their way through the ranks."

Some of the jobs currently available include radio repairer, wire systems installer, psychological operations specialist, journalist, plumber, firefighter, software analyst, trombone player, practical nurse.

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Next issue: November

Interview with Norman Repanich



President of Solano Economic Development Corporation

BY LAUREN KEYSON

FAIRFIELD - Seated in a small yet functional office, Norman Repanich talks about why Solano Economic Development Corporation recently moved from North Texas Street in Fairfield to a new building in Fairfield Corporate Commons.

Location, he says - even before the need for cost reduction - was foremost in his mind. He wanted to make certain that there was easy access to Solano Community College, the small business development center, and the Private Industry Council of Solano County. But most importantly, he wanted to be sure that the office was centrally and conveniently located for

(please turn to page 14)

Name: Norman Repanich
Company: Solano Economic Development Corporation, 420 Executive Court North, Suite E, Fairfield 94585; 707-864-1855
Business: Economic development of Solano County through job creation and retention
Founded: 1983
Budget: \$250,000 for 1994
Staff: 4 full time; 2 part time
Members: 202
Dues: \$500 to \$5,000
Jobs generated: 1,177 employment (1990-93)
Space absorbed by companies that SEDCORP assisted in helping: 1,203,500sf (1990-93)

Multistory office building planned for Fairfield near Solano Mall

BY LAUREN KEYSON

FAIRFIELD - The Wiseman Company, a full-service commercial real estate company based in northern Solano County, is planning a general purpose, multitenant office building in Fairfield on redevelopment agency property between Solano Mall and Interstate 80.

"We are conducting a feasibility study of the project at this time and are currently considering a three- or four-story building in the 45,000sf to 60,000sf range," says Gerry Cremers of The Wiseman Company. "The City of Fairfield is most encouraging about having development on this property, because it's such a key location."

Currently being designed by the San Rafael-based architectural firm Treffinger, Walz & MacLeod, the new structure will be a class A office building with stone finishes in the lobby, upgraded elevators, and a

landscaped plaza area.

"It will be a top-quality building in a highly visible location," says Mr. Cremers. "It will attract key tenants who want to be in a dominant, high-quality building and who like the image that it creates."

It is planned that the floorplate of each floor will be 15,000sf. Therefore, the building will be able to accommodate small and large users. Potentially, the building could hold 15 to 20 average-size businesses.

Prospective tenants

If all goes well, construction will start on the spec building next summer and will be a lure to tenants such as stock brokers, banks, title companies, lawyers, accountants, and employment and travel agencies. In fact, The Wiseman Company already has prospective tenants interested in the project.

Ron Waslohn, a partner in The Wiseman (please turn to page 2)

Small businesses should profit from deregulation of energy utilities

BY DAVID COOK

In the last decade and a half, we've experienced deregulation of the airlines, the breakup of Ma Bell, and the fall of the Iron Curtain. Now, within the next two to seven years, we're likely to embark on what for commercial and residential consumers may be an equally momentous occurrence: deregulation of the energy utilities. To help you prepare, here is a straightforward primer on energy utility deregulation.

Our current system: Investor-owned utilities provide gas and electric services to customers in designated service territories. Rates (tariffs) are set by the California Public Utilities Commission (CPUC), an appointed body, through a rate-setting process calculated to provide a utility's investors with a fair rate of return on their capital in balance with equitable rates for the

utility's customers.

Deregulation: In simplest terms, local utilities would still be permitted to generate their own energy or acquire energy services from other utilities for distribution and sale to their own customers. In addition, deregulation would permit other energy providers to enter a service territory and offer energy services at competitive rates. Furthermore, retail and commercial customers directly or through their local utility may purchase energy services from distant (out-of-territory, even out-of-state) providers. A local utility might also act as the customer's agent in acquiring energy at competitive prices or providing energy at a set price.

Retail wheeling: A local utility would wheel (acquire and deliver) energy service (please turn to page 4)

International landscape architecture firm relocates to Napa from SF

BY LANCE FRAZER

NAPA - Site Concepts International, Inc., a landscape architecture firm specializing in resort hotel, commercial, and residential landscape master planning, has relocated from San Francisco's financial district to 1,449sf in Jefferson Office Center. Mike Moffett of JHL Commercial Properties represented the design firm, while Jean Green of JHL represented property owner Peter Bregman in negotiating the lease.

Formerly located on San Francisco's Montgomery Street, the firm relocated to take advantage of Napa's international name recognition and quality of life offered in the area, according to partner Phil van der Toolen.

"The partners [Mr. van der Toolen, Peter Bregman, and Eric Bowyer] all live in the north and east bay, and the commute was becoming a real concern," he says. "This location

gives us more quality time in the office; it helps us avoid having to deal with traffic congestion and delays; and it still gives us the same kind of world-wide name recognition we enjoyed in San Francisco."

Site Concepts International is currently working on resort hotels located in Spain, Israel, Egypt, and Thailand, as well as water theme park projects in Guam and Taiwan. The hotel projects include Hyatt and Sheraton as operators.

Site Concepts has also designed residential community projects for The Mission Peak Company, Shea Homes, Greystone Homes, and Signature Properties and hopes to broaden its base of residential work in Napa, Solano, and Sonoma counties.

"We've been discussing projects with a variety of developers in the area," says Mr. (please turn to page 2)



To reach
the newsroom
448-2200
or 678-2222

BUSINESS

Economic group seeks high-tech growth

By Mara Der Hovanesian
Staff Writer

The Life Sciences Committee of Solano Economic Development Corp. is on a course to beef up its marketing efforts to bring more biotechnology companies to the area.

On Tuesday, the 13-member group will meet at Solano Community College for a closed-door session to discuss expanding its membership, introduce a new brochure, nominate a "life science" ombudsman and familiarize members with related programs at the region's colleges.

SED Corp., which formed the committee in November 1992, wants to heighten its focus on high growth industries — like pharmaceuticals, biotechnology and agricultural-technology — because it views them as the best source for job creation in the 21st century.

The economic development managers in the area, including Vacaville, Vallejo and Fairfield, have been invited to the meeting. Helping cities to

become "user friendly," or provide fast-tracking of permitting, offer monetary incentives and understand the technology behind the business is an important part of luring potential companies to the "Life Science Corridor," SED Corp. Vice President Jean Krack said.

"This is a unilateral effort to provide information to cities so they can continue their efforts in attracting these companies," said Krack. "For every day one of these companies' product is not being produced they lose money. ... It's called the burn rate. Those companies appreciate the kind of communities that are willing to work with them and cut that time line down."

The prototype of a new 12-page, four-color brochure will be unveiled on Tuesday. Due out in November, the "Life Sciences Corridor" brochure touts the county's location between two major metropolitan areas, quality of life, land prices, labor pool and educational resources.

The brochure will name-drop firms which have chosen the area for expansions and manufacturing facilities.

The meeting will also introduce members of Solano Community College's molecular biology program, a program which is providing and training the potential work force for life science companies, said Krack.

The committee, which meets once a month, is also trying to solicit about five new members. Existing members include Mark Shope, projects manager for Rudolph & Sletten, a general contractor in Sacramento that specializes in high-technology construction. The company is responsible for building Alza's facility in Vacaville.

Shope, who chairs the committee, is joined by Robert Groh, a Pacific Gas & Electric corporate account executive for biotechnologies; architect Ralph Vitiello, of Vitiello + Associates in Sacramento; Jack Healey, the dean for math and science at SCC; and Robert Shelton, vice chancellor of research at the University of California, Davis.

"You don't come into this committee thinking you are going to close a deal next week," said Krack. "Things don't happen like that in this industry."

LOCAL

UPCOUNTY FOCUS

Vallejo Times-Herald **B1**
Thursday, October 20, 1994

SEDCORP and Solano Community College team up

By Russ Aubrey
Times-Herald staff writer

FAIRFIELD — The Solano Economic Development Corp. is continuing to push forward its quest to expand and promote a well-rounded biotechnology marketing strategy throughout the county.

SEDCORP has recently embarked on a new partnership with Solano Community College to combine efforts in training and marketing biological science students for employment within the industry.

"Our ultimate goal is to introduce a two-year curriculum that specifically

trains students in the concepts and techniques required to enter biotechnology as a technician," said James DeKloe, a biological sciences faculty member at SCC who is in charge of designing the curriculum.

According to E. Jean Krack, vice president of marketing for SEDCORP, DeKloe's efforts will not be in vain.

"It goes without saying that Solano Community College's plan to set up the two-year curriculum will be a major benefit to our overall marketing efforts," Krack said. "It adds another dimension to strengthen what we call the I-80 corridor."

Krack says he is referring to Solano County's advantageous location be-

tween the two major metropolitan areas of Sacramento and San Francisco and between two world-class universities, UC Davis and Berkeley.

Furthermore, SEDCORP already does business with several biotech companies in the county, two of which SEDCORP is directly responsible for bringing to the area.

"We are truly responsible for bringing Chiron Corp. (Vacaville) and Synder Inc., (Vacaville) to Solano County," Krack said. "Chiron is the third largest (nationwide) producer of blood-related biotechnology products, and Synder (Inc.) is involved in the production of biotechnology filtration products."

According to Krack, SEDCORP has the long-range goal of making Solano County the hub of the biotechnology manufacturing field. He said that 12 biotechnology companies currently house either manufacturing or distributing companies in Solano County, with the goal being, "to have so many we can't accommodate them all."

DeKloe says that SCC is very excited and positive about working with SEDCORP, and when funds become available to develop the new biotechnology curriculum, the advantages to local students will be obvious.

"Let's face it," DeKloe said, "the biotechnology industry produces high-

paying jobs that should go to Solano County residents. If we can't employ local residents and students, then just bringing the companies to the area will have less impact on people who already live here."

According to DeKloe, SCC has tentative plans (contingent on funding) to institute the new curriculum during the 1996-1997 school year.

In addition to building a new partnership with SCC, SEDCORP has recently organized a new Life Sciences Committee to further beef up its marketing abilities in hopes of attracting pharmaceutical and agricultural manufacturers and technology.

Business brochure touts towns of Solano

In brief Sacramento publisher to distribute 35,000 copies of the Solano sales pitch.

By Mara Der Hovanesian
Staff Writer

Comstock Publishing released its special report Thursday on Solano County, a slick 40-page, full-color brochure touting the county's best resources, city by city.

The report, the first of its kind for the Sacramento-based company which publishes a monthly business magazine, will ship out about 35,000 copies to nine counties throughout the Bay Area next week.

Solano Economic Development Corp. has worked closely with Comstock to pull the four-month project together. Only two years ago the magazine dedicated four pages to a similar supplement on Solano County's economy.

"It goes to show you how much has changed," said SED Corp. president Norman Repanich. "Four or five years ago we literally weren't getting the recognition. I think the county has come of age."

Eight cities are highlighted individually in the report with a two- to three-page sketch about each city's quality of life and existing industry. Accompanying the stories are "At A Glance" fact boxes with statistics, including population, major employers, special amenities and the name and phone number for the respective economic development managers.

Each city purchased advertising space in the Solano County Regional Report and is expected to use the supplement to promote business. SED Corp. will also use the piece as an integral part of its marketing materials. The report will be mailed to selected subscribers of Comstock's magazine.

Business

Solano's biotech potential pursued

In brief Business, education leaders look for successful ways to train students.

By Mara Der Hovanesian
Staff Writer

Business leaders and educators shared a vision for Solano County as a center for life sciences on Tuesday in their first open discussions on training students for a career in the industry.

A partnership between area colleges — like Solano County Community College and the University of California, Davis — and business is fast becoming central to developing a skilled labor pool in biotechnology.

Public officials also look to linking the two groups as an inducement for high-growth companies looking to locate or expand to the area.

"We are on the edge of a frontier in biotech," said Karl Reinzuch, a mechanical engineer for pharmaceutical and semiconductor companies who attended Solano Economic Development Corp.'s Life Sciences Committee meeting at SCCC.

"There's nothing but potential in front of us. Students have unlimited horizons," he said.

Though the relationship is still in its infancy, continued dialogue between the public and private sector is expected.

Funding, direction and the scope of future educational programs — whether internships, two-month training or two-year degree programs — has yet to be ironed out.

SCCC instructors at the meeting said as yet they are unprepared to meet the demands of the industry, lamenting shrinking budgets, antiquated equipment and limited lab facilities.

"We are in the Pleistocene era in our department," complained SCCC biology instructor Richard Baginski.

"The funding situation has become negligible to none. If we don't settle on the infrastructure, it's going to jeopardize our reputation."

Supervisor Ed Schlenker, who also runs the Small Business Development Center on campus, believes the resources are already on hand.

He and others suggested using money already funneled into the county through agencies like the Private Industry Council to create biotech training programs for entry-level manufacturing positions.

"I don't believe there are any state funds coming our way," said Schlenker. "If the college wants to be a player, it's incumbent on them to take a proactive stance."

"All those resources are already here. It's a question of changing the paradigm."

SED Corp. president Norman Repanich noted the potential to raise money or use existing facilities, like the one Alza Corp. runs in Vacaville, as training centers.

"We can solicit money and assist them in their drive," he

said.

"It's in the best interest of the business community to help the college."

SED Corp.'s two-year-old, 13-member Life Sciences Committee hopes to establish the criteria for some kind of biotech training program at SCCC by the 1995 school year.

The group, which meets monthly, will also plan a biotech conference for next summer.

Also unveiled at the meeting was a prototype of a new marketing tool, the "Life Sciences Corridor" brochure.

When finalized in November, it will be sent to 600 biotechnology and pharmaceutical companies within California and later another 3,000 other companies worldwide to solicit their business.

Incentive game ...

■ Continued from Page 1D
store.

"Economic development wasn't the industry in the 1970s and 1980s that it is today. We didn't need incentives to keep our business," explained Mike Marando of the state's Trade and Commerce Agency.

"(Incentives) represent a sea change in the business climate in California," he said. "The less burdens and shackles you put on a company, the better chance they have to grow. These reforms have been major first step in California becoming more competitive at the bottom line."

The new pro-business attitude is even surprising companies like Genentech, which considered leaving the state with its plans for a new manufacturing plant. The company, electing to stay in California, will unveil its expansion site later this week.

"California has done more than I would have expected them to have done," said Genentech Senior Vice President Bill Young. "The state is getting more progressive and not just waving good-bye to everybody."

In less than a decade, the city of Vacaville has built up a strong and successful retail base of 1.5 million square feet, generating a 145 percent increase in sales tax revenues and 5,000 new jobs since the mid-1980s.

Much of that development was spurred by the creative use of incentives. For Wal-Mart, the city discounted development impact fees by \$300,000. The Factory Stores were offered a \$2 million credit against building permit fees. Melody Toyota is reimbursed about \$24,000 each year for assessment district costs. Traffic fees were capped for the developer of Power Plaza.

"If there were roadblocks, we removed them," explained Michael Palombo, Vacaville's economic development manager, who called incentives a form of investment in the community.

But more than discounted fees, the city counts its redevelopment policy in the downtown area — sprucing up the physical appearance and providing for below-market rate loans to small business — as induc-

66
The less burdens and shackles you put on a company, the better chance they have to grow.

Mike Marando

99
ments to do business. The Redevelopment Agency also funds infrastructure projects, like the \$5 million overcrossing at Allison Parkway that makes way for development in the city's business parks.

Today — with the city's shift in economic development strategy away from retail and toward industry and jobs — the fabric of its financial inducements is also changing.

"We've got ourselves in a bidding war," said Norman Repanich, president of Solano Economic Development Corp. "If it isn't here, it's Mexico City. Or West Sacramento vs. Vacaville. It's big time. There's a lot of competition out there."

To date, the city has never given a financial incentive to an industrial tenant. But change appears to be on the horizon, especially if Vacaville wants to be a player in the high-stakes biotech game.

"We have to spend money to get money," said Councilwoman Pauline Clancy. "And what we give will come back to us tenfold."

When the city first looked toward developing light industry, the rules were slightly different. Former Alza vice president Gary Lyman said his company didn't even ask for financial breaks in 1992 because the company was young and lacked the "sophistication" to ask.

The city's ace, however, has

been processing permits up to 50 percent faster than most cities. According to Palombo, fast-tracking is a provocative bargaining chip.

"You don't just walk up to a company and offer incentives. And it doesn't always mean money," he said. "Incentives means you give people a reason to do something. Sometimes it means just paying attention."

To rise above its competition, Vacaville has perfected its fast-track permit process, a process that has helped to snag biotech companies like Alza Corp., Chiron Corp., Biosource Genetics Corp., Jameson Pharmaceutical and Cal-Sep.

One of the best examples of the city's fast tracking efforts is when Chiron Corp. proposed to build a \$30 million, 30,000-square-foot yeast fermentation plant. The city kicked into gear and processed the paperwork in 130 days.

"The main incentive is the community and personal service. You've got to move quickly," stressed Repanich. "Many of these companies come in with a sizable war chest that is consumed at such a high rate that if they don't do something quickly, they lose money. It's the timing. You have to move to make things happen."

Edward Yeh, chief executive of Cal-Sep, was lured to Vacaville from Indiana to build a research and development facility for industrial enzymes it uses in Asian factories. Cal-Sep got a small break on its wastewater discharge fee, a discount of about \$40,000 a year until the firm operates at full capacity. But what persuaded Yeh to move to Vacaville had nothing to do with fee reductions.

"When we drove into town we didn't know anybody," he said. "We found people to be very pro-business compared to neighboring counties. They really bent over backwards for us. It translated to a practical benefit."

BUSINESS

Ticker	
Down 0.30	DOW 3,017.54
Up 0.10	DOLLAR 97.95 Yen
Up 1.20	GOLD 390.00 London

Biotech industries eyeing Solano

By Mark Cohen
of the Daily Republic

FAIRFIELD — Solano County is on the verge of a second wave of biotech companies moving to the area, a construction executive who specializes in biotech said Tuesday.

"It's going to happen faster than anyone thinks," said Mark Shope, project executive with Rudolph and Sletten Inc., during a meeting of the Solano Economic Development Corp.'s Life Science Com-

mittee.

Shope, the chairman of the committee, made the comments during a meeting mainly devoted to discovering how Solano Community College could strengthen its biotech-oriented course offerings. The college is seen as an important strategic resource in the effort to attract biotech companies to Solano County.

But more than halfway through the meeting, which was held at the college, Shope suddenly informed the Life Sci-

ence Committee members that its goals need to be accomplished soon.

"There are some very large companies that are looking to put substantial facilities here," Shope said after the meeting ended. He predicted that new businesses would arrive within one year.

Genentech has been looking at Solano County as a possible site for a new manufacturing site, and Chiron is scheduled to build a 82,000-square-foot facility near its first one in Vacaville, but no other companies have been reported as cur-

rently interested in the area.

However, Norm Repanich, Sedcorp's president, confirmed that biotech companies not now in Solano County are looking to build manufacturing facilities here.

"I met with a company today," Repanich said Tuesday.

Solano County's location between the Universities of California at Davis and Berkeley, both of which have strong

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Solano

biotechnology curriculums, plus its low land, home and wage costs, give Solano an edge in attracting biotech jobs, Repanich said.

But the committee is determined to build on that natural lead with a 12-page color brochure called the Life Sciences Corridor, which will be a regional selling tool, said Jean Krack, vice president of Sedcorp.

The brochure, which should be ready by the end of November, will be mailed to about 600 life science companies in California and 3,000 worldwide, he said.

As for SCC, it wants to beef up its biotechnol-

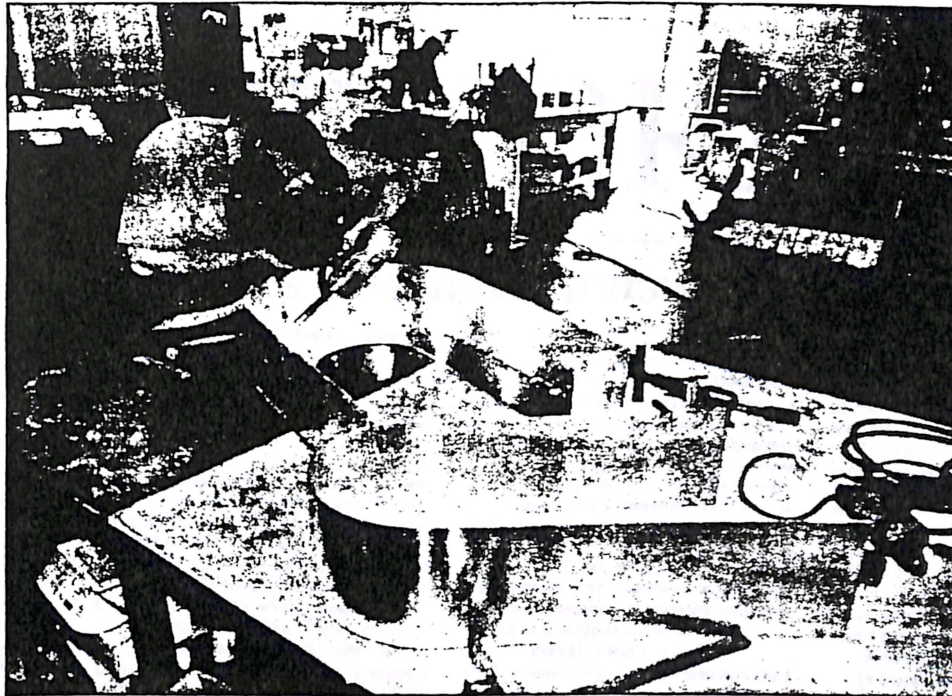
ogy offerings, perhaps by founding a two-year degree program in biotech, all adding to current course offerings that prepare students to transfer into a degree program at a four-year school, Prof. Richard Baginski said.

However, Baginski felt more money was needed to buy computers, pay for staff and increase laboratory space.

Supervisor Ed Schlenker disagreed.

"You already have the resources to found a biotechnology program," Schlenker said. "Quite frankly, in this state there's not going to be any more money."

Business



Reporter Photos/Cliff Pollard

Elliot Chavez welds a letter at Superior Sign Systems in Vacaville. The company will move into a larger facility on Nov. 1.

The sign points Vaca business to bigger home

Superior Sign Systems' move reflects company's good health

By Mara Der Hovanesian
Staff Writer

Eight years ago, Pete Duckett of the Countryside Community Church was looking for a way to supplement his modest pastor's income. Following in the footsteps of his father — a sign painter who owned the Solano Sign Co. in Fairfield years before — Duckett started building electric and neon signs.

Out of single room in the Casa Grande Mobile Home Park where he lived, he has grown his Vacaville-based company into a \$3.5 million venture with an impressive list of nationally recognized banks, restaurants and chain stores as clients.

Next month, Duckett's business — Superior Sign Systems — will expand 7,000 square feet into an 18,000-square-foot facility on Eubanks Drive, a couple of blocks from its current location. Duckett already wonders if the space is big enough to handle the needs of his growing clientele and staff of 30.

"I'm really concerned it's not big enough," he said, looking around the space as construction workers scurried to meet the Nov. 1 move-in deadline.

■ See Signs, Page 12B



Pete Duckett's Superior Sign Systems continues a family tradition of producing signs.

Signs point to new home ...

■ Continued from Page 10B

The expansion — which will cost Duckett and partner Earle Gibbings about \$200,000 — and the growth behind it is the work of a higher force, according to Duckett.

"God is taking care of me and a lot of other people," he said. "There's a lot more involved than just talent in growing your business."

Spiritual help aside, Duckett's growth has come about with a fair dose of business acumen. With low overhead for a relatively small shop compared to industry standards, the partners can underbid national competitors, like Ad Art and Young Electric. Despite size, Superior Signs has kept up a high level production pace on a par with larger facilities, while maintaining equal emphasis on the quality of the hand-fabricated aluminum and neon products it makes.

The strategy lures in big names with big orders. A recent coup was a \$960,000 contract for Heilig-Meyer furniture stores for a statewide conversion of its acquisition, the McMahan's furniture chain. Clients also include Tower Records, Monterey Pasta Co., Cost Plus Imports, Supercuts, Long's Drug Stores and Amtrak, as well as some area contracts such as Vacaville Commons shopping center and the Vacaville Cultural Center.

Fred Hearn Construction of Vacaville is working on the tenant improvements at 830 D Eubanks Drive for Superior Sign Systems. The company has signed a seven-year lease with the property owners, Garaventa Properties of Concord.

The new environment and new equipment, according to Duckett, are going to be more than just a blessing. "When we land our next new job, we'll really clean up," he said.

SPECIAL REPORT

SEDCORP

SEDCORP's Life Sciences Committee pursues formula for success

By E. JEAN KRACK

FAIRFIELD – The foremost economic issue of the '90s is competitiveness. By all accounts Solano County is projected to be the fastest and largest growing county of all nine bay area counties. One of the reasons Solano County enjoys this lead role is its ability to be competitive.

One organization working hard to ensure Solano County maintains its competitive edge is Solano Economic Development Corporation (SEDCORP).

SEDCORP is a private, nonprofit, economic development and marketing organization working to promote quality business development and economic opportunities in Solano County. Its nearly 200 members represent a broad base of business, professional, and community leaders from within the county, as well as those from the bay area and Sacramento region who also visualize the economic opportunities in Solano County.

Broadening the job base

Historically, Solano County has relied heavily upon Travis Air Force Base and Mare Island Naval Shipyard as its major employment base. But even before the closing of the shipyard was announced, SEDCORP's marketing plan encouraged job growth in such areas as electronics, life sciences, distribution, and food preparation to diversify the county's employment base.

One area of recent strong emphasis has been the life sciences industry. According to Ernst & Young's *Biotech '94*, an annual industry report, biotechnology companies create two kinds of long-term value.

First, they develop technology and products that expand the boundaries of

medicine, agriculture, industrial processes, and environmental science. Second, they build sustainable companies that bring new ways of competing and succeeding into traditional companies. Notice the emphasis on competitiveness.

The life sciences industry is expected to be a major – perhaps the premier – growth industry for the '90s, and Solano County, situated between University of California campuses at Davis, Berkeley, and San Francisco, offers an ideal location. In view of this, SEDCORP established its Life Sciences Committee to help sell the area.

Garnering community support

The first goal of the committee was to bring the community together in support of marketing the region to the life sciences

industry.

In its first seminar, the committee set out to eliminate the industry's "mysterious black box" image. Community leaders listened as panelists from the construction and life sciences industries and academia explained what the industry was about. They were also told about the lengthy development cycle biotechnology products require, the importance of community acceptance, and the need for fast-track permit processing. Wall Street is not comfortable with time delays for life sciences projects, and venture capitalists want to see their investment come on line as quickly as possible.

Developing a mission

The committee then set out to compile a list of companies to target in a marketing

campaign. After compiling the list, which quickly grew to more than 500 names, they surveyed the companies to determine what the companies were looking for in a site location.

The survey results indicated that the most competitive communities are those that provide fast-track permitting, offer a skilled labor pool, and, most importantly, have a desire for the industry to locate in their community.

This became the primary mission of the Life Sciences Committee: Get the word out to the industry that Solano County is the bay area's most competitive location. Period.

A four-phase marketing plan

In launching its marketing campaign, the committee dubbed the I-80 corridor as the Life Sciences Corridor. Working with that identification, the committee drafted a one-page fact sheet outlining all the positive attributes of Solano County in terms of its location, quality of life, land prices, labor pool, and educational resources and mailed it to its target list.

Next, the committee set about creating a quarterly newsletter emphasizing life sciences activity in Solano County and promoting several life sciences companies already located in the region. Among these are Alza Corporation; Bio-Rad Laboratories; Biosource Genetics Corp.; Calgene, Inc.; Chiron Corp.; Hematronix, Inc.; HemoStat Laboratories; and Synder Inc.

The committee hosted a breakfast to bring these companies together and discuss how SEDCORP and the committee could bolster public education, recruit other life sciences companies, and further community support.

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SEDCORP CREATES BROCHURE TO PROMOTE LIFE SCIENCES IN SOLANO COUNTY

By LAUREN KEYSON

FAIRFIELD – After two years of extensive work, the Solano Economic Development Corporation is increasing its promotion of the life sciences industry in Solano County.

Through its Life Sciences Committee and quarterly newsletter, community break-fasts, seminars, and now through a 12-page, four-color brochure, SEDCORP is reaching out to pharmaceutical, biotechnology, and agricultural-technology businesses.

Due out in November, "The Life Sciences Corridor" brochure will have a strong emphasis on what the cities along Interstate 80 have to offer to this growth industry.

"The brochure is really talking about a life sciences corridor that just happens to run through the heart of Solano County," says E. Jean Krack, vice-president of SEDCORP.

"The primary goal of the Life Sciences Committee," he adds, "is to enhance the entire corridor; it's a win for all of us regionally."

The brochure is supported by Pacific Gas & Electric, UC Davis, Solano Community College, and SEDCORP members. Topics include training, commute relief, job growth, quality of life issues, and community and educational support for the industry.

For more information, call 707-864-1855.

SEDCORP Life Sciences . . . (continued from page 13)

The committee is now in the final stages of developing a twelve-page, four-color brochure detailing every aspect an industry official would want to know when searching for a facility site in Solano County. Rail transportation, the various disciplines UC Davis can offer, Solano Community College's molecular biology program, a trained work force, the availability of space, easy access, a comfortable area to live – all the features that make Solano County the ideal location for this industry are included in the brochure.

Local government support vital

Growth of existing and future companies must be a top priority for local governments in Solano County across the board.

City planners and elected officials must consider the consequences of their policies. Too often, many companies still find it financially impossible to start or expand a manufacturing facility due to bureaucratic demands and regulations. This is not the case in Solano County, where, in Vacaville, Alza has undergone a \$26 million, 100,000sf expansion; Chiron has added 25,000sf to building I and has proposed a 62,000sf building; and Synder has taken a 10,000sf site for its Synder Filtration division; and in Benicia, where Bio-Rad has taken 64,000sf.

A long-range plan

The economic health of Solano's commu-

nities depends on a long-term economic strategy to bring solid employment to the county. SEDCORP sees itself taking the lead, with groups such as the Life Sciences Committee playing a significant part in the overall plan.

SEDCORP's plans for Solano County include:

- Providing an ongoing informational program for the mayors, city councils, county supervisors, business community, and general public that shows the benefits and impacts of economic growth and the cultivation of new industries, such as life sciences, for their communities;
- Engaging the private sector through SEDCORP's Executive Forum or other business organizations to carry out an ongoing dialogue on the current economic environment;
- Studying how companies perceive local government agencies and providing an analysis of that information to those agencies and local businesses.

Solano County has its eye on new and emerging industries such as the life sciences. SEDCORP sees competitiveness as a signal of opportunity that promotes the development necessary to bring Solano County into the forefront of California's growth.

E. Jean Krack is vice-president of SEDCORP; 707-864-1855.

BUSINESS

Planners OK Ball Glass construction

By Mark Cohen
of the Daily Republic

Distribution warehouse means 70 new jobs

FAIRFIELD — The Planning Commission on Wednesday approved the construction of a 603,000-square-foot warehouse distribution center that will bring up to 70 jobs to the Cordelia area.

Groundbreaking on the 27-acre project should begin immediately, said Curt Johnston, assistant director for current planning.

Approval ended debate about whether the building site on

Fermi Drive off Red Top Road, designated in the General Plan as a business and industrial park, was the right location for Ball Glass Container's large building offering relatively few jobs.

Business parks are usually meant for more employee-intensive operations, critics said.

But the city argued that the wine bottle warehouse fit the area's zoning ordinance, which permits warehousing, Johnston

said.

And a warehouse fit in with other restrictions on the site, he said.

A third high school was planned for the area, and nearby projects had to be toxic free.

"(Ball's warehouse) is just trucks going in and trucks going out," he said. "It also creates a transition from industrial to residential" use nearby and "may open up new opportunities for that business park."

The project will go up on land owned by Albert D. Seeno Construction and become the first to appear south of the creek in the area between interstates 80 and 680, Johnston said.

Panattoni Development Co. will build the warehouse for the Ball Glass Container Corp., a sister company of the Ball Metal Corp. in Fairfield that makes beer cans for Anheuser-Busch, said Harold Sohn, vice president of corporate relations.

Ball Glass needs a large warehouse in this area to store wine bottles sold to Napa Valley Wineries, he said.

"We're consolidating inventory into a single warehouse," Sohn said Wednesday.

Ball Glass manufactures the bottles in Madera and Seattle and uses several warehouses in the Bay Area to hold them for distribution to Robert Mondavi and other wine bottlers.

Parent company Ball Corp. is headquartered in Muncie, Ind. In 1993 its sales were \$2.4 billion.

Busch will build business park



An artist rendering of Busch Campus Park, a 267,000-square-foot business park to be built in Fairfield.

23-acre project will house 40-50 offices

By Mara Der Hovanesian
Staff Writer

Counting on a surge of small-business growth, Busch Properties will build out a portion of its 260-acre Fairfield business park as a destination for small and medium-sized businesses.

The new project — called Busch Campus Park — is a \$25 million venture of 27 light industrial and office buildings ranging in size from 5,000 to 30,000 square feet. The buildings, for sale or lease, will be developed in five planned phases in five years.

The company has already sold one 30,000-square-foot building to Russ Hoover of Napa-based Gillespie Carpet, who will spend \$1 million for his

carpet restoration center and warehouse. Another lease for 5,000 square feet has been negotiated, but the company name was not disclosed.

"The market is changing," said Chris Petrini, of Grubb & Ellis' Industrial Properties Division. "We feel that the market has firmed up and we're putting our money where our mouth is and putting it into speculative building."

Petrini represents Busch Properties, a real estate subsidiary of the Anheuser-Busch Co. which will team up with Napa developer CDI to build the new 267,000-square-foot business park. The park lies within the boundaries of Busch Corporate Center, adjacent to the Anheuser-Busch brewery.

Groundbreaking for the project, which is still in the design review stage at the city planning department, is scheduled for next spring.

"We are working out a special agreement with Fairfield so that subsequent buildings will be approved over the counter," said Petrini.

The 23-acre development, near the Wal-Mart store and bordered by Chadbourne Road on the west and Courage Drive on the south, will feature single and two-story brick and concrete structures, trellises, architectural tile accents and the extensive use of glass.

Once complete, Busch touts that the park will serve 40 to 50 office and light industrial businesses and will provide employment for up to 500 people.

Growth approved

City gives developers OK to build new homes

By Barry Eberling
of the Daily Republic

FAIRFIELD — Developers received a green light this week in their efforts to annex land and build thousands of new homes in the city's newest growth frontier near Travis Air Force Base.

At least one developer indicated on Wednesday he plans to get to work quickly.

The City Council late Tues-

day approved the master plan that says exactly where homes, businesses, parks and other uses will go in the northeast area. That decision ended more than a year of public hearings by various city commissions.

Council members made no visionary speeches to mark the occasion and voiced their "ayes" in matter-of-fact tones.

"That wasn't very enthusiastic, troops," City Councilman Perry Polk joked after the

unanimous vote in favor of the plan.

Only three people offered public testimony, compared to the wave of property owners, developers and concerned citizens who talked during the various Planning Commission hearings on the subject.

Many of the developers will have to go to the Local Agency Formation Commission before

Please see Growth, Back Page

Growth From Page One

they start breaking ground, since much of the land is rural and now outside city boundaries. The commission oversees annexations.

Frank Andrews Jr. is working with the Noonan family to build about 1,200 single-family homes and 200 multi-family units near Peabody Road. He will apply to LAFCO within a few days to annex the land to Fairfield, he said Wednesday.

He expects to bring the project to the city Planning Commission within a couple of months and start construction next spring, he said.

Fairfield must still iron out the details on developer fees to pay for such items as a six-lane Foothill Expressway. New homes in the northeast area could have fees of \$35,000 to

\$40,000 each, compared to \$28,000 in other parts of town, according to city estimates.

The issue of whether northeast development could increase the chances of Travis AFB ending up on a federal base closure list surfaced briefly.

City Councilwoman Noreen O'Regan noted that a letter from Travis said that "most of the proposed development" would not interfere with base operations. That suggests to her that something might interfere, she said.

"We just cannot and should not do anything to jeopardize that presence in our community," O'Regan said.

The letter refers to the chance that Fairfield might extend major roads further

east, Lt. Col. Mack McLaurin said Wednesday. The base has no problems with the plans approved by the council on Tuesday, he said.

Council members made no comment during the meeting on letters from the state Department of Fish and Game and the U.S. Fish and Wildlife Service recommending that the city not approve the northeast area building plans.

Both agencies expressed concern about sensitive wildlife and plant species and asked that the city work with them on a conservation plan.

There will be time to look at such issues later, Mayor Chuck Hammond said on Wednesday.

"We wanted to get something going," Hammond said. "We've been at it quite awhile."

New frontier

Northeast area

Location: From Clay Bank Road east to just past Peabody Road and north to within about a mile of Vacaville.

How big: 2,526 acres; about 1,370 would be developed.

What's there now: Grazing land, small businesses along Peabody, Noonan and Cement Hill roads, some wetlands.

What's planned: Up to 6,336 homes, 17,368 residents and 8,233 jobs, according to city estimates.

New roads: Plans call for a six-lane Foothill Expressway linking the area to Interstate 80, a six-lane Walters Road extension hooking up with Peabody Road, and a four-lane Cement Hill Road rerouted from its present location.

Warehouse ...

\$15 million warehouse for Fairfield advances

By Mara Der Hovanesian
Staff Writer

Ball Corp. will get a partial green light today on its bid to build a major glass warehouse and distribution facility in Fairfield's 195-acre Cordelia Industrial Park.

Design review staff are expected to submit a recommendation to the planning commission, which is set to make a final decision Sept. 28.

When complete, the \$15 million, 603,000-square-foot building — one of the largest private warehouse buildings to be built in Solano County — will ultimately employ up to 70.

"It's not a done deal, but it's real close," said Harold Sohn, Ball's vice president for corporate communications at company headquarters in Muncie, Ind.

■ See Warehouse, Back Page

■ Continued from Page 1A

The proposed development at 5195 Fermi Drive will be for the storage and distribution of food and wine bottles, supplied primarily to Ball's customers in the Napa Valley. Inventory will accumulate from each of the company's three glass plants — one in Seattle and two in California — operating on the West Coast.

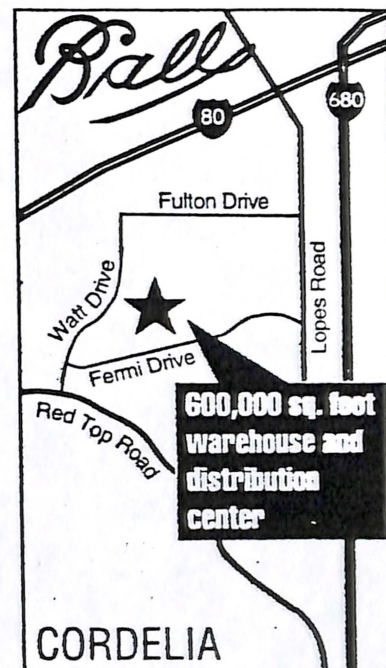
The \$2.4 billion company already operates a 150,000-square-foot can manufacturing plant, one of 18 in the United States, in Fairfield's Tolenas Industrial Park. The 18-year-old plant, which makes about 2 billion cans a year for companies like Coca-Cola and Anheuser-Busch, employs 175. The plant underwent a \$20 million retrofit last year to update three production lines.

The new warehouse building will be a consolidation of several other similar facilities the company now leases in Benicia and in the Sacramento area. The property will be developed by Sacramento-based Panattoni Development Co., though the Ball Corp. will lease and operate the building. A sale for 27 acres between Ball and Concord-based Seeno Construction, which owns the industrial park, is currently in progress.

"This is industrial development that the city is looking for," said Erin Beavers, senior planner. "Ball is already in town. This helps them to consolidate."

Though the city's general plan designated the industrial park in 1992 as a destination for "higher quality users and higher employment," the warehouse use does not conflict with the city's overall vision for the area, according to Bill Daugherty, director of planning and development.

"The general plan's focus is to look at job creation ... (but) the proposal is totally consistent with the specific plan and



zoning. It clearly permits warehouse and distribution," said Daugherty. "Instead of a \$15 million building if it were \$60 million, or if it was a user that created 200 jobs, that would be better. It would be something we would like to see. But still, no matter what the economic considerations are, we look at the site, the location and visibility and try to make sense out of them. ... It's a refinement of expectations."

Ball Corp., established in 1880, operates 13 glass manufacturing and 18 can manufacturing plants in the United States. A publicly held company, metal and glass packaging constitutes 90 percent of its business. The company also devotes 10 percent of its business to building satellites and small scientific instruments, like optics used to correct the Hubble telescope.

Within the last 18 months the company has spun off a number of non-core businesses — plastics, metal decorating and a zinc business — to streamline operations and concentrate on metal and glass packaging and aerospace.

